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University Of  
Center of Strategic Studies  
READING ROOM

Afghanistan	6.00 Dm.	Iceland	1,625 Kr.	Norway	2,000 NOK
Algeria	20 S. Dr.	Italy	1,200 Lira	Portugal	50 Esc.
Bahrain	0.420 Dm.	Jordan	450 Fils	Russia	100 Rub.
Barbados	1.20 Dm.	Korea	500 Wons	Singapore	100 S.
Belgium	1.20 Dm.	Iran	1,600 Rials	South Africa	4,000 R.
Bolivia	1.20 Dm.	Iraq	1,000 Dinar	Spain	100 Pes.
Bulgaria	1.20 Dm.	Ireland	1,000 Lire	Sweden	100 Kr.
Cambodia	1.20 Dm.	Israel	1,000 Sheqalim	Turkey	1,200 TL
Canada	1.20 Dm.	Japan	1,000 Yen	U.S.	1.00 U.S.
Chile	1.20 Dm.	Lebanon	1,000 Livres	U.S. (Int.)	100 U.S.
China	1.20 Dm.	Liberia	1,000 Dollars	U.S. (Ext.)	100 U.S.
Croatia	1.20 Dm.	Malta	1,000 Liri	Venezuela	100 Bol.
Cuba	1.20 Dm.	Morocco	1,000 Dirhams	Yugoslavia	100 D.
Cyprus	1.20 Dm.	Moscow	1,000 Rubles	Zaire	100 Z.
Czechoslovakia	1.20 Dm.	Myanmar	1,000 Kyats	Zambia	100 Kw.
Danmark	1.20 Dm.	Namibia	1,000 Rand	Zimbabwe	1,200 Z.
Egypt	1.20 Dm.	Niger	1,000 Francs		
Finland	1.20 Dm.	Nigeria	1,000 Naira		
France	1.20 Dm.	Poland	1,000 Zlotes		
Greece	1.20 Dm.	Portugal	1,000 Escudos		
Germany	1.20 Dm.	Romania	1,000 Lei		
Iceland	1.20 Dm.	Russia	1,000 Rubles		
Ireland	1.20 Dm.	U.S.	1.00 U.S.		
Italy	1.20 Dm.	U.S. (Int.)	100 U.S.		
Japan	1.20 Dm.	U.S. (Ext.)	100 U.S.		
Latvia	1.20 Dm.	Venezuela	100 Bol.		
Lithuania	1.20 Dm.	Zaire	100 Z.		
Malta	1.20 Dm.	Zimbabwe	100 Z.		
Morocco	1.20 Dm.				
Myanmar	1.20 Dm.				
Namibia	1.20 Dm.				
Niger	1.20 Dm.				
Nigeria	1.20 Dm.				
Poland	1.20 Dm.				
Romania	1.20 Dm.				
Russia	1.20 Dm.				
U.S.	1.20 Dm.				
Zaire	1.20 Dm.				
Zimbabwe	1.20 Dm.				

ESTABLISHED 1887

## Strength of Economic Recovery 2 Nations In Europe Surprises Analysts

By Barnaby J. Feder  
New York Times Service

LONDON — Analysts are being pleasantly surprised by the economic recovery that began in Britain in 1982, gathered steam last year in West Germany and now is taking hold in virtually every country from Scandinavia to the Mediterranean.

"The recovery in Europe has been stronger than expected," said David Kingston, chief economist for PA Management Consultants

and a specialist in business strategy for the London-based firm.

The main reason, according to Mr. Kingston and many of his colleagues, is the strength of the dollar, which has spurred European exports to the United States. But modest increases in domestic consumer demand and more industrial investment than some analysts had predicted are also factors.

"There's been a sharp increase in manufacturing investment," Mr. Kingston said. "In some areas, such as advanced engineering ma-

terials like plastics, it is moving quite rapidly."

A few analysts see an even brighter picture. Economists at Drexel Burnham Lambert Inc., a New York-based investment firm, argue that it is a mistake to attribute Europe's progress to higher exports. They note that high exports are a result of exchange-rate imbalances related to high interest rates in the United States, and that the rates have also had a depressing effect on Europe by luring some investment funds across the Atlantic.

"Europe is putting its economic and financial house in order despite, not because, of developments in the United States," they wrote in the firm's latest monthly international investment study. "We believe that it has accomplished and is accomplishing a far greater victory than it now realizes."

No recovery comes at the same pace to all nations in an area as diverse as Western Europe, whose combined economy is almost as large as that of the United States.

Finland's economy, for example, grew more than 4 percent last year, after adjustments to account for inflation, while Portugal's output fell more than 2 percent. In addition, as in the United States, performance varies widely from industry to industry and from region to region within the larger countries.

The most hopeful sign is probably West Germany's 4 percent annual growth rate since the end of a nationwide strike in June by IG Metall, the largest manufacturing union in Western Europe's largest economy.

And Britain, now entering its fourth year of growth, could get an increase of 1 percentage point or more to its growth rate this year from the end of the 10-month-old miners' strike, which observers believe is on the verge of collapse.

The Confederation of British Industry predicted in November that Britain's economy would grow 3.75 percent this year.

A decision to put a North Atlantic Treaty Organization country on the so-called "gray list," which would almost certainly cause a diplomatic outcry, is the responsibility of a new steering committee representing the Defense Department, Commerce Department and National Security Council, officials said.

The current "gray list" as disclosed this week reportedly covers Austria, India, Finland, Liechtenstein, Hong Kong, Syria, Malaysia, Sweden, Singapore, Iraq, Iran, South Africa, Sweden, Switzerland and Libya.

Europeans also worry that controls, essentially elaborated by the United States, will be phased and applied in a way that discriminates against foreign companies in favor of their U.S. competitors.

In addition, many Europeans remain unconvinced, despite the clampdown, that technology leaks can be stanched. For example, Pacific basin countries such as Singapore, Taiwan and South Korea are rapidly acquiring a high-technology sector, yet largely ignore the Western rules on technology exports.

A Swedish official's comment sums up this problem this way:

"The Stockholm Chamber of Commerce regularly organizes seminars to teach Swedish exporters how to comply with U.S. rules covering the U.S. technology in their products. As they wrestle with the forms, a Japanese businessman invariably throws down his pen in dramatic disgust, complains about American bureaucracy and walks out — but not without first giving his card to all the Swedish contacts, inviting them to buy their technology in Japan, free of red tape."

Proposals to extend the Western system of controls to Asia are under discussion at a special meeting this week of COCOM, the committee of NATO members and Japan that controls strategic trade with the Soviet Union.

"COCOM will probably want to reach some arrangement with Asian countries since, if you belong to an embargo like COCOM, you have an interest in getting others to join it instead of competing with it," according to Richard N. Perle, the U.S. assistant secretary of defense.

"The second half of the 1980s will be a better period," said David

(Continued on Page 2, Col. 5)

## 2 Nations To Fight Terror

### Paris and Bonn Expand Links to Oppose Alliance

By William Drozdik  
Washington Post Service

BONN — France and West Germany agreed Tuesday to increase cooperation in battling a resurgence of leftist terrorism by creating an anti-terror working group and a hotline to accelerate the exchange of information between the governments.

The measures were announced after talks here Tuesday between Prime Minister Laurent Fabius of France and Chancellor Helmut Kohl of West Germany. They said that experts from their countries would meet regularly to coordinate action against a wave of bombings, arson and shootings since December.

In the last two weeks, there have been assassinations of a high-ranking official in the French Defense Ministry who was responsible for arms sales and of a leading West German industrialist whose company produced engines for North Atlantic Treaty Organization tanks and aircraft.

Direct Action, a French group, claimed responsibility for the shooting of Brigadier General René Andran in France; the Red Army Faction, in West Germany, said that its members killed the industrialist, Ernst Zimmermann.

Both groups issued statements last month saying they were joining forces against NATO.

The fear that French and West German terrorists may be extending links to other leftist guerrilla groups has prompted urgent consultations among governments and security services.

"Both our governments agree completely that it is humanity's possible must be done to banish this scourge of civilization," Mr. Kohl said.

Mr. Fabius said that the recent outbreak of violence underscored the need "to form a united front against terrorism between France and West Germany, as well as the other European countries involved."

He said that interior ministries in Paris and Bonn would increase cooperation on "an operational level" to combat terrorism.

Friedrich Zimmermann, the West German interior minister, said that the new cooperation was necessary because "the latest attacks show that there are direct links between the terrorists and this internationalization of terrorism above all affects France and West Germany."

His French counterpart, Pierre Joxe, said that the "rapid and precise exchange of information" through a high-speed tele connection and direct involvement of "operational working groups" were the most practical means of active cooperation between the two countries in fighting urban terrorism in Europe.

In recent weeks, U.S. and NATO targets in Belgium, Portugal, the Netherlands, Spain and Greece have also been bombed, but it remains unclear whether all the attacks were related to an offensive by a terrorist alliance.

"Frankly, I wish it could go a little bit further than it does. You

see some Israelis can say, rightly, 'Look, the Arabs want land for peace.' In the case of Egypt, 99,999



THE ROCK REOPENS — Gibraltar was opened to traffic for the first time in nearly 16 years. Britain and Spain began talks Tuesday about the disputed colony. Page 2.

## Stockman Criticizes Pentagon He Urges Cutting Military Pensions To Trim Deficit

The Associated Press

WASHINGTON — The White House budget director, David A. Stockman, conceded Tuesday that the \$30-billion increase in President Ronald Reagan's fiscal 1986 budget could be trimmed, and suggested reducing military retirement benefits as a way to do it.

Mr. Stockman, testifying before the Senate Budget Committee, turned what was supposed to be a defense of President Reagan's budget request into an attack on the military establishment.

The director of the Office of Management and Budget acknowledged that he did not support the increased amount of military spending in the \$974-billion budget released Monday.

"You may not need" the \$314 billion in new spending authority the president requested for the Pentagon, Mr. Stockman said. "I'll grant that."

But "the president made his decision," he said. "I have to defend the budget." And he said it was "unrealistic" to think in terms of a freeze in the military budget.

If Congress wants to cut military spending, Mr. Stockman said, it should seek to persuade the Joint Chiefs of Staff to accept lower retirement benefits for the military.

"It's a scandal, it's an outrage," Mr. Stockman told the Budget Committee. "If push comes to shove they'll give up on [the nation's] security before they give up on retirement."

Mr. Stockman said that he had been told during administration discussions that cutting military retirement "would have some adverse impact on recruiting and morale."

"That argument doesn't persuade me," he said. "If you have to spend a half-million or a million over a lifetime to recruit someone, you better find a different way to recruit people."

The military pension program will cost nearly \$16 billion this year and would rise to \$17.8 billion in the new budget. Military personnel who retire after 20 years of active-duty service can receive retirement benefits of 50 percent of base pay, regardless of age.

Benefits are increased each year to account for inflation, and recent Congressional Budget Office figures show that a typical lieutenant colonel, retiring after 20 years of service, can expect to receive \$576,000 in pension benefits.

"We have made a whole decision," he said, "and while the decision is based on stages, it is also based on completion, and I don't think we shall change our minds."

The prime minister clearly had followed the first stage of the withdrawal, he expected the Syrians and the Lebanese Shites — each for their own reasons — to claim down on the Palestinians and make sure that no new independent Palestinian guerrilla organization takes root in southern Lebanon.

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The prime minister indicated that he increasingly saw Lebanon as a country of Shiite Moslems.

"Lebanon for a good many years will discourage the forces for

(Continued on Page 2, Col. 5)

peace" in Israel. Israel, he said, will begin to say, "Look, whatever we are trying in the peaceful direction doesn't bear fruit." This is the major danger.

In his first five months in office his popularity has risen sharply. A poll published last Wednesday by the newspaper Ma'ariv indicated that 42.4 percent of the Israeli public considered Mr. Peres best suited to be prime minister, compared with 36.5 percent for his predecessor, Foreign Minister Yitzhak Shamir, and 4.7 percent for Ariel Sharon, the former defense minister who is now minister of industry and commerce.

Mr. Peres emphasized that he intended to pull the Israeli army out of Lebanon completely and was not likely to be deterred by any unrest that follows the first stage of the withdrawal from the Sidon area by Feb. 18.

"We have made a whole decision," he said, "and while the decision is based on stages, it is also based on completion, and I don't think we shall change our minds."

The prime minister clearly had followed the first stage of the withdrawal, he expected the Syrians and the Lebanese Shites — each for their own reasons — to claim down on the Palestinians and make sure that no new independent Palestinian guerrilla organization takes root in southern Lebanon.

During six hours of conversations last week, Mr. Castro said that "we are not impatient, nor are we anxious" for an improvement in relations with the United States. But he repeated what he said was his willingness to "exchange views with the United States on my topic" and to cooperate in achieving an international settlement of armed conflicts in Central America and the withdrawal of Cuban troops from Angola.

Expanding on these and other subjects, Mr. Castro said:

• The Reagan administration has been "one of the most hostile" ever toward Cuba in terms of economic sanctions and military pressure, and insisted that a solution could be found within the framework of negotiations with the Contras group. He said the ruling Sandinists could withstand indirect U.S. military and economic pressure indefinitely.

He said that he had conveyed to the foreign ministers of Colombia, Mexico and Panama — which along with Venezuela constitute the Contras group of nations seeking a negotiated settlement in Central America — Cuba's willingness to withdraw any or all personnel in Nicaragua under any agreement signed by the Sandinists.

• Mr. Castro said that Cuba supports negotiations between the United States and the Contras group.

(Continued on Page 2, Col. 5)

Shimon Peres

# New Leader of Europe of the 21 Strives to Bridge the Gulf With Europe of the 10

By Henry Tanner  
International Herald Tribune

STRASBOURG, France — Marcelino Oreja, the diminutive former foreign minister of Spain, is afraid that one day soon there may be one Europe too many.

He points out that within Western Europe, itself only half of Europe, there is a deepening gulf between the 10 European Community countries striving for supranational institutions and the neutral democracies, such as Sweden, Switzerland and Austria, that want European dialogue and cooperation but refuse integration.

Mr. Oreja's ambition is to arrest and reverse this trend.

The dynamic secretary-general of the 21-nation Council of Europe has been campaigning since his election four months ago to instill a new sense of purpose into this somnolent organization. He has been exerting the governments of the European Community to use the council more intensively as a forum for political consultation with the Europeans who are not in the EC and by persuading the neutrals to be more active in it.

The council members, aside from the 10 EC nations, are Austria, Cyprus, Iceland, Liechtenstein, Malta, Norway, Portugal, Spain, Sweden, Switzerland and Turkey.

The council consists of a Committee of Foreign Ministers and a 170-seat Parliamentary Assembly chosen by the national parliaments. Between their twice-yearly meetings, the ministers are represented by permanent delegates. The assembly meets three times a year. The council's function, under its statute, is to bring



Marcelino Oreja

the democracies of Europe closer together; to improve the living conditions of Europeans and to promote human rights and parliamentary democracy.

Since the 10 are soon scheduled to become 12 with the entry of Spain and Portugal in January, the imbalance between the Europe of the Community and the Europe of the 21 can only grow.

Mindful perhaps of Western charges that the

United Nations Educational, Scientific and

Cultural Organization and other international organizations have been squandering their efforts and their funds on too many unproductive projects, Mr. Oreja, 49, has started his campaign by asking the council and its Parliamentary Assembly to reduce their set of priorities and, particularly, to drop economic issues that overlap with EC activities.

He wants to concentrate on three areas, he said in a recent interview.

• His first priority is to create greater cohesion between the EC members and nonmembers. He argues that because the council's members constitute a majority of the world's democracies, they have a unique potential for assuring stricter application of democratic values within Europe and for serving as a model outside the Continent, if only they manage to coordinate their 21 voices.

• Mr. Oreja also wants to improve the operations of the council in the area of human rights activities, where the organization has had its most solid achievements.

Every year several thousand individuals submit their complaints to the council's Human Rights Commission. If the commission finds the case admissible, it sends it to the organization's Court on Human Rights, whose judgment is transmitted to the member government concerned with a recommendation for action to

the court. The court has no power to enforce its judgment but the weight of its political and moral pressure is such that Britain's House of Commons is discussing two bills, on phone tapping and corporal punishment in schools, in response to action by the council's rights court.

Mr. Oreja has suggested the creation of a second "house" within the commission so that the pace of dealing with the complaints can be doubled.

• Mr. Oreja wants to focus the council's efforts on intensifying cooperation in such fields as terrorism, drug trafficking, the fight against pollution and legal issues.

The council takes no practical action. It is not Interpol, and does not substitute itself for justice ministries of member nations. The representatives that come here unlike those in the EC, cannot commit their governments.

But they can set standards and suggest practical approaches in the three or four conventions they adopt annually. They organize consultations between officials working on the same problems and they can, in Mr. Oreja's words, "try to mobilize the political will of governments" to make cooperation between national enforcement agencies easier.

When the council was founded in May 1949, the member governments intended it as a first step toward unifying Europe. It marked the first time that a parliamentary assembly was attached to an international organization and the first time that opposition members of national parliaments could be heard in such a forum, council officials point out.

But the time for political unification of Europe had not yet come. The leading governments decided to focus on economic unification. The Schuman Plan was signed in 1950 and the Coal and Steel Community came into being in 1952. The council went into eclipse, except in the field of human rights, where it became a leader with the adoption of its Human Rights

Convention in 1950 and the creation of the Human Rights Commission and the Human Rights Court.

Others of the more than 100 conventions passed by the council over the years cover such matters as social security, patents, extradition, equivalence of university degrees, compulsory car insurance and the protection of adopted children.

The council has a permanent staff of about 350 and brings about 3,000 government officials and experts together for consultation a year. Its 1985 budget is \$44 million French francs (about \$35 million) about the same as the previous year if inflation is taken into account.

Karl Ahrens, a Social-Democratic member of the West German Bundestag and current president of the Parliamentary Assembly, suggested in an interview that the council's weakness — its lack of a supranational mandate and its inability to commit its member governments — may also be its strength.

The council can be an effective force for moral and political persuasion, he said, because the constraints that inhibit the EC countries from integrating do not exist here and because the organization's geographical reach is much wider.

The council can afford to be ahead of its time, he said. It took up the problems of air and river pollution throughout Europe long before the national parliaments did.

The council wants to be a "bracket that is holding all of Europe together," Mr. Ahrens said, adding "You can't deal with long-distance pollution, for instance, without going beyond national and Common Market borders."

An official at the headquarters of the European Parliament, made up of parliamentarians from the 10 Common Market countries, told a visitor that he did not see what contribution the council could make to the unification of Europe even though it might have its uses in the dialogue with the neutrals.

He smiled and pointed out that the two buildings housing the council and the European Parliament, although close and connected by a passage, stand back to back and that one is virtually invisible from the other.

## Spain, U.K. Begin Gibraltar Talks

United Press International

GENEVA — Britain and Spain agreed Tuesday to begin immediate negotiations on resolving their dispute over the British colony of Gibraltar.

The talks followed the opening of the frontier at midnight Monday after a blockade of more than 15 years.

Foreign Ministers Geoffrey

Greece Says It Discussed Arms Sale With Libya

Reuters

ATHENS — A government spokesman said Tuesday that a Libyan delegation had been in Athens recently to discuss military purchases worth \$500 million. Greece, he said, hopes to sell Libya military equipment worth \$1 billion during the next five years.

Greek officials said that the Libyans showed interest in the Artemis ground-to-air missile system and in fast patrol boats.

## Castro Looks to Improved Ties With U.S., Urges Reagan to Change Views

(Continued from Page 1)

U.S.-backed government in El Salvador and Cuban-backed guerrillas, and insisted that the rebels are seriously interested in a political settlement. While he said that neither side will be able to achieve a military victory in the short term, and noted that logistics had become "highly difficult" for the guerrillas, he said that the rebels could "resist indefinitely" in the absence of a negotiated agreement.

Mr. Castro also indicated that he may be prepared to scale back Cuba's military efforts in Africa, a major point of conflict between Washington and Havana. He confirmed that Cuba has reduced significantly the number of troops it has in Ethiopia, and he offered qualified praise for a U.S.-sponsored mediation effort between Angola and South Africa that eventually could lead to Cuban withdrawals from Angola.

But since the immigration agreement was concluded Dec. 14, Mr. Castro has played host to a delegation of U.S. Catholic bishops and has been visited by three U.S. con-

gressmen accompanied by several scientists and businessmen.

At the end of the interview in his office in the Palace of the Revolution, Mr. Castro emphasized that "nothing I have said here was intended to be hostile toward the United States." He had noted throughout that Cuba had observed favorably both the substance and the tone of the recent immigration negotiations, which he characterized as "excellent — very serious and respectful."

However, Mr. Castro said, the Reagan administration had stepped up military maneuvers of its coast and at the U.S. naval base at Guantánamo on the eastern tip of Cuba and greatly increased aerial surveillance of Cuba.

In a list of what he called "hostile" acts by the administration, Mr. Castro also included "intensified economic measures, the economic blockade," and the exertion of "great pressure to obstruct the rescheduling of Cuba's external debt" with the West.

"In the political field, it also has been very aggressive," he said, "and in the military field, it has constantly threatened us. All that is true. But nevertheless, we are grateful. I'm speaking seriously, we are very grateful. Why? Because it forced us to undertake two big revolutions."

One, he said, amounted to a re-thinking of Cuba's economic structure that has resulted in an ongoing austerity drive, an emphasis on import substitution and the fulfillment of trade commitments with the Soviet bloc.

More important, Mr. Castro said, "during the past four years, in view of the threat of the United States, we have totally changed our conceptions regarding defense. We have multiplied our forces by many times, to the point that we have become an unconquerable country. Invulnerable, invincible."

Included among the new defense measures is what has amounted to the re-establishment of a nationwide militia that has trained and armed hundreds of thousands of Cubans along the lines of the force that existed following the Bay of Pigs invasion in 1961.

Every citizen in this country knows what to do," Mr. Castro said, "in the event of a blockade, a war of attrition, bombing, an invasion, even in case of occupation of the national territory."

In a long monologue that chronicled rising debt, unemployment and social pressures in the Third World, particularly in Latin America, Mr. Castro indicated his belief that time is working toward dialogue and against what he characterized as an interventionist U.S. policy in the hemisphere. He said

Enquiries in strictest confidence to: Penny Brown, Administrator, Lithotripter Centre, (H.T.2), Devonshire Hospital, 27 Welbeck Street, London W1M 7PG, England. Telephone: 01-435-4219 Telex: 21283 STUART G

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Penny Brown, Administrator, Lithotripter Centre, (H.T.2), Devonshire Hospital, 27 Welbeck Street, London W1M 7PG, England. Telephone: 01-435-4219 Telex: 21283 STUART G

**St M**

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## Reagan Seeks Escalation In Aid to Guatemala

**Request Is Among Budget Proposals Facing Strong Resistance in Congress**

Washington Post Service

WASHINGTON — The Reagan administration's \$14.7 billion foreign-aid budget for fiscal 1986 calls for increasing military assistance to Guatemala from \$300,000 to \$35.3 million, despite severe criticism of its human-rights record.

The jump is so large that it seems certain to provoke new charges from congressional critics that the administration is seeking to resolve

### BUDGET NOTEBOOK

Central America's conflicts by emphasizing military solutions.

Guatemala has received U.S. economic aid for the last two years but, except for \$300,000 this year for training, has had no U.S. military assistance since 1977 because of its poor record on human rights.

But administration officials said Monday they the request for an additional \$35 million in support funds and credits to buy U.S. weapons is justified because Guatemala's military regime has promised elections that could produce a civilian government by Oct. 1.

Senator Christopher J. Dodd, Democrat of Connecticut, a persistent critic of President Ronald Reagan's policy on Central America, said the Guatemalan request is a surprise to Congress. "Good luck to them if they think they can get it," Mr. Dodd said of the administration. "It's exorbitant, excessive and not justified."

Almost half of the administration's foreign-aid request would go to Israel and Egypt. The request seeks \$2.3 billion in economic and military aid for Egypt and \$1.8 billion in military aid for Israel. An additional economic aid request for Israel, expected to be at least \$1.2 billion, will be submitted later.

The Transportation Department confirmed Monday that it plans to eliminate government subsidies to Amtrak, the National Railroad Passenger Corp. Amtrak says it

would mean the end of its train service on Oct. 1, the first day of fiscal 1986.

The proposed action, which is generating a counterattack from Amtrak and such advocates as the National Association of Rail Passengers, is consistent with the administration's position that the U.S. government should not run railroads.

"Amtrak carries less than 2 percent of intercity passengers and receives exceptionally large federal subsidies relative to the number of passengers carried," the Reagan budget says. That subsidy was \$35 per passenger in 1984.

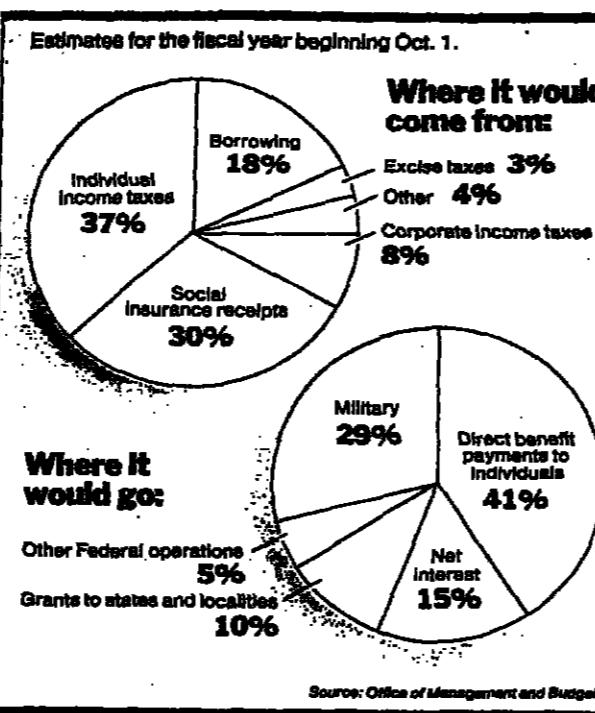
Amtrak responded, "By the same analysis, for each airline passenger, federal tax expenditures due to business travel deductions alone average \$33. If all federal support for such services as air traffic control were included, the federal cost per airline passenger would be considerably higher than Amtrak's."

Amtrak recovers 58 percent of its operating budget from fares, higher than Congress has asked it to do.

Amtrak said that if it ceases to operate, it would lay off 25,000 employees; the cost of severance pay to the federal government would be \$2.1 billion over six years; all 250 of its trains would stop running; and 500 stations and towns would close.

The Reagan administration served notice Monday on the World Bank that it may end its support of the bank's subsidized Third World aid program after the U.S. commitment expires in two years.

In his budget message to Congress for fiscal 1986, Mr. Reagan said the administration "intends to honor existing commitments" to the International Development Association, as well as to the Asian Development Fund and the African Development Fund.



Source: Office of Management and Budget

The New York Times

Mr. Reagan added, however, that "in light of the current severe fiscal pressures, the administration is not budgeting at this time for the future replenishments of these particular institutions."

The bank's programs for the poorest nations are carried on through the International Development Association, an affiliate that the United States helped to launch in 1961.

"We take this seriously," Mousa Qureshi, senior vice president of the World Bank, said in an interview. "Signals by the United States have a tremendous impact on other countries, which understand that IDA is a burden-sharing program."

"If the United States took the position that it wouldn't contribute, it would be difficult to negotiate with other donor countries," he said. "It could spell the end of IDA."

The Reagan administration's proposals for a "market-oriented" 1985 farm bill will include a plan to end the government's tobacco support program.

Two of the administration's most loyal allies on Capitol Hill, Senator Jesse Helms, Republican of North Carolina, chairman of the Senate Agriculture Committee, and Representative Larry J. Hopkins, Republican of Kentucky, have put Agriculture Secretary John R. Block on notice that the proposal is good as dead.

Tobacco is central to the economy of several states, but critics who have been gaining ground in Congress, say the government has no business supporting a commodity harmful to health.

The new legislation seeks cutbacks in farm-commodity supports in an effort the administration says is intended to reduce costs and make U.S. agriculture more competitive worldwide.

Mr. Block said at a briefing Monday that, although the administration plans to cut both direct subsidies and support-loan levels — which set a floor under basic farm prices — the changes must go hand in hand with a farm bill that would help farmers get better prices and regain their competitive edge.

President Reagan, at a White House ceremony to sign copies of his annual economic report to Congress, was asked whether the strong opposition in Congress made him more willing to yield on his military spending requests.

The president said that about \$30 billion had been cut from the Pentagon's original spending request. He suggested that the administration had made a "mistake" by not offering its initial military proposals with no reductions so that Congress, itself, could cut the military budget.

The military buildup was also expected to be a major theme in Mr. Reagan's State of the Union address to Congress. The president is to deliver the speech Wednesday evening, his 74th birthday.

## The Heritage



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# Short of Consumer Goods, Hanoi's Long Suits Are Celebrations and War

By Barbara Crossette  
New York Times Service

**HANOI** — The old man sits on the post office steps, a bathroom scale on the sidewalk beside him. The little scale, a vintage model, is his livelihood, and he has covered all but its dial with a piece of used plastic to protect this most valuable possession from the mud of a drizzly day.

For less than a penny the old man weighs people, bending down slowly and with great effort to focus his weak eyes on the numbers. Reading our a customer's weight is part of the service. He accepts payment without expression and returns weary to the steps.

Although the scenes of everyday life might not suggest it, this is a year of celebrations for Vietnam. In October, Hanoi celebrated 30 years of liberation from the French. In April, Ho Chi Minh City, which its own tourist bureau still calls Saigon, will mark the 10th anniversary of the communist victory over South Vietnam's U.S.-supported government.

In between, the army celebrated its 40th birthday in December, a reminder that after 40 years, Vietnam is still at war — now in Cambodia and on the border with China — and another generation is being called on to make sacrifices.

With severe shortages of most consumer goods and minimal public services, Hanoi's residents continue to draw on their resourcefulness. The old man with his scale is but one of hundreds, if not

thousands, of small entrepreneurial efforts on city sidewalks.

Other people fix bicycles, refill the refills of ball-point pens, or sell things: dumplings, bowls of soup, vegetables from their gardens, individual envelopes or cigarettes, handmade objects of bamboo and straw. Moneychangers, paying more than 20 times the official exchange rate, thrive.

Recycling is an art: Pail tabs from imported aluminum cans are bought for a fraction of a cent and used to make curtain rings. A can fetches anywhere from a dime to more than a dollar and has many uses. Old movie film is fashioned into celluloid picture frames.

At night, a visitor passes an old woman selling used boxes of all sizes in the front room of her home. A few people beg, and others sleep huddled in doorways.

Frequent visitors to Hanoi say that over the last five or six years life has improved in this capital city, a fine example of French colonial architecture that was little damaged by American bombing in 1972. There are more goods in the stores, more television sets in homes and brighter colors on people and buildings.

But Hanoi and the overpopulated, impoverished north, its soil depleted and its forests fast disappearing, are still a world away from southern Vietnam. In the south, consumer goods appear to be in abundance. Ho Chi Minh City's deputy mayor boasts that food rations have tripled in a

decade and most businesses with fewer than 20 employees (and two-thirds of the city's housing) are in private hands.

"One country, two systems," people say sardonically, echoing the formula the Chinese have used

With severe shortages of most consumer goods and minimal public services, Hanoi's residents continue to draw on their resourcefulness.

to describe how Beijing hopes to coexist with Hong Kong when it reverts to Chinese rule.

This is not to say that there are no amusements in Hanoi. The city's young people seek their pleasures in movies, in window-shopping at government department stores, or in walks by the city's several picturesque lakes or in its numerous parks, now sprinkled with the pink peach blossoms that are the flower of Tet, the Vietnamese New Year, in the north. The young also read,

the Hanoi-Hue-Saigon bookstore, the city's largest, a clerk in the section marked "Literature" reported that her biggest sellers were romantic novels and detective stories.

She said that a favorite among the books, which were priced inexpensively, was "Romeo, Juliet and Darkness," a love story by an author named Jan Otsensae set against the evil of Nazi Germany. "A lot of books come from the Russian," an English-speaking browser volunteered.

The store, which had one copy of a Vietnamese translation of Graham Greene's "The Quiet American," also sold collections of contemporary Vietnamese short stories published locally in pamphlet form on coarse brown paper.

Themes of war, heroes and grief mark these stories, which often are short morality lessons. They jolt the foreign reader into an awareness of how "the American war" already has slipped back into history, taking its place behind the newest threat from the Chinese.

"The Vietnamese are ambivalent about Americans," a Western diplomat said. "Despite the war, they respond more to American culture than to Russian, and want more contacts with American people."

A Hungarian was more blunt, and bitter. "They like us because they associate us with Russians, and they hate Russians," she said.

Diplomats and international aid officials may find life in Hanoi challenging. Housing, which is

controlled by the government, is scarce. Requests by at least one international agency for permission to build apartments at its own expense have met countless bureaucratic obstacles.

There are no international schools for the children. "That's the real reason we want the Americans back," one European ambassador said. "We hope they'll open a school."

All diplomatic eyes are on a mysterious green villa, which, by common understanding, seems to be reserved for the American Embassy if and when the United States and Vietnam renew diplomatic links.

With even basic foods like eggs and bread sometimes unobtainable in Hanoi, most embassies do almost all their grocery shopping in Bangkok. A few favored supermarkets offer a "packing for Hanoi" service. "We just zip by in a taxi on the way to the airport," a diplomat said, "and they have it all ready in cartons with our names on."

The Friday afternoon Vietnam Airline flight from Bangkok to Hanoi was dubbed the "Villa Express" by one diplomat, in honor of a Thai supermarket. The boxes of food and drink are fussed over more lovingly than diplomatic pouches at Bangkok's airport.

Cocktail party crowds in Hanoi are regaled with stories of how a carton of meat, butter, or ice cream missed a flight. It is a standing joke that flights to Vietnam from Bangkok fly at an angle because of all the canned goods at the back.



A man with a scale in Hanoi weighs people for a living.

## U.S., Europe Are Closer on Technology Exports

(Continued from Page 1) tools to cover technologies that include personal computers above the smallest size and digital-switching, telephone systems. But the United States abandoned its call that a broad range of energy-related technology should be included.

As a result, hundreds of export applications in recent months have been turned down that might previously have been approved, according to U.S. officials.

A U.S. study of the applications rejected over a one-year period shows, Mr. Perle said, that export of the equipment involved would have saved the Soviet military budget \$13 billion over the technology's life span and cost the West \$14 billion if it had tried to offset the Soviet gain.

The whole issue of technology controls, however, remains so sensitive that European officials do not like to talk about it. Governments in Europe "don't want to publicize their policies and police work because the new approach is widely perceived as a cave-in to U.S. pressure," a U.S. Customs agent explained, adding: "And they don't like admitting failure because that riles Washington."

The most sensitive country is West Germany, which is the most important industrial outlet to the East bloc and the allied nation that remains the most divided on the issue.

Bona officials acknowledge a policy change. "We have a new outlook compared to three years ago," said Konrad Seitz, head of policy planning at the Foreign Ministry.

Neutral countries, including Austria, Sweden, India and Switzerland, have all quietly agreed to clamp down on technology smuggling rather than risk a cutoff of U.S. technology.

The new rules are being better controlled. In Britain, a crack customs unit, known as "the A-team" or Project Arrow, has been set up along the lines of the U.S. program, Operation Exodus, to halt outgoing technology. Four offenders have been jailed in the last two months.

France and Sweden have sharply increased their budgets and staff for intelligence and enforcement on technology issues.

In Sweden, more vigorous investigations have brought to light a backlog of problems. Now "the government is determined to stop Sweden from being a smuggle house for illegal strategic goods," said Lars Stahlberg, undersecretary at the Foreign Affairs Ministry.

Politically, West Germany is the country with the deepest conflicts over the issue. A strong lobby wants to avoid jeopardizing trade with Eastern Europe, which underpins important political and emotional ties. But other strong groups argue that West Germany cannot

jeopardize its high-technology ties to the United States by appearing "soft" on technology transfer.

The Interior Ministry recently leaked information about the Soviet Union's "Red Book," a secret shopping list of Western technology for Soviet diplomats. The book, thick as a big-city telephone directory, lists target technologies and contains instructions about how to circumvent Western regulations.

"Since we are allies, with a mechanism in COCOM," said a senior British official, "there is no justification for this unilateral intrusion in our affairs."

Some of the heat has gone out of the issue as the Reagan administration has focused on military issues. The administration, Mr. Heisbourg said, "seems to have learned from the Siberian pipeline fiasco, when we exported our technology despite U.S. opposition, that it has to draw lines in the dust clearly and sensibly."

The more finely tuned U.S. approach appeared last summer in Berlin, where the Pentagon agreed to pay \$700,000 to prevent a computer-controlled lathe from being sold to a Soviet factory that U.S. intelligence reports say is manufacturing SS-20 missile components.

The Belgian manufacturer Pegeard, which had been set up to provide high-technology jobs in a depressed region, had said that workers' jobs depended on the sale, so the Reagan administration paid the surcharge that the Soviet customer was willing to pay for it. Now the Reagan administration is trying to resell the lathe to China and hoping the case will not set a precedent.

As the Reagan administration tries to develop a solid front among industrial countries, neutral countries sometimes present fewer problems than the allies.

"We have no problem of 'extra territoriality' because it is not a government-to-government issue," said Mr. Stahlberg in his Stockholm office. Since neutral countries are not in COCOM, the governments can let their companies comply with any U.S. laws that are covered in licensing agreements.

What worries companies in neutral countries, a Swedish executive said, is "that the United States or European countries, in the COMC meetings, will bend the rules in favor of themselves and discriminate against neutrals."

China is the focus of this worry. Several executives cited a COCOM license for telecommunications sales to China granted just when the Belgian subsidiary of ITT was ready to sign a contract.

So far, a Swedish executive said, Sweden is satisfied that the new arrangements are working equitably for all Western countries.

If the United States wants cooperation from neutral countries' governments and companies, a Swedish executive said, "We must be confident that we are being treated fairly."

For the moment, the U.S. emphasis on restrictions seems to have prevailed over U.S. and European critics, who argue that the West's best policy is to let technology flow freely, so the West's superior ability to apply technology will safeguard NATO's edge in weapons quality.

The trouble with this policy of "achievement," according to Mr. Perle and like-minded Europeans, is that Western technology can enable the Soviet military to "cross critical thresholds — once they can see in the dark with sophisticated devices, it doesn't matter much that you can see better in the dark."

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## ARTS / LEISURE

**Mixing Food and Philanthropy**

By Carol Lawson

**N**EW YORK — When Paul Newman began what was for an actor the unlikely business of bottling and selling his home-made salad dressing, he made a promise: he would donate the profits to charities. Two and a half years later things are working out just as he expected.

What Newman did not expect, however, was how successful his culinary enterprise, which has grown into a multinational corporation, would be. With the profits now being turned over to charities, Newman, who is also a director and race car driver, can now say that he is a multimillion-dollar philanthropist.

His food company, which says began in his basement "as an inside joke," has generated profits of nearly \$4 million, all of which have been given away. In 1984 alone, Newman collected and disbursed \$1.9 million. The profits came not only from the salad dressing, but from two other items that have been added to the "Newman's Own" line of products: spaghetti sauce and popcorn.

Last year profits from the Newman products went to 80 medical, cultural, social and environmental

organizations in the United States and overseas. Recipients ranged from a drug prevention program for teenagers to a relief effort for Ethiopian famine victims, the Actors Studio, the Cystic Fibrosis Foundation, several programs that help children with cancer and a group of children of migrant laborers in Florida who needed a new school bus.

The decision on how to distribute the money is made by Newman, who is president of the company, and his partner, A. E. Hotchner. A longtime friend, Hotchner is the vice president and treasurer of the company. He is also an author and authority on Hemingway.

Over their board table, which is actually a Ping-Pong table, in their tiny Westport, Connecticut headquarters, Newman and Hotchner recently sifted through requests from more than 700 charities last year. "We give to little charities, not to mainstream charities," Hotchner said. "We give to the very old and the very young. You can pinpoint your giving if you really care about it. You can help a particular group, a particular cause."

"We've discovered that being philanthropists is more difficult than being an actor or a writer," he

added. "It's almost a full-time job." The two largest grants last year went to the University of Southern California's Scott Newman Center, which received \$300,000 for its drug prevention program for teenagers, and Catholic Relief Services, which received \$250,000 for its efforts to aid famine victims in Ethiopia. The Scott Newman Center is named for Newman's son, who died from a drug overdose.

Newman said he decided to give the profits away because "it would be really tacky for us to become food entrepreneurs."

"It is bad enough we sell ourselves on film and on pages," he said. "We shouldn't sell ourselves on food shelves. If we give the money back to the people who support us, then no one can call us tacky."

The salad dressing is made in factories near San Francisco and Los Angeles, and in Boston. It is labeled as "Etoile du vinaigre et de l'huile — Huile et le vinaigre des étoiles" (the star of oil and vinegar and the oil and vinegar of the stars).

The spaghetti sauce, which is called Newman's Own Industrial Strength Venetian Spaghetti Sauce, comes in two varieties, with or without mushrooms. It is made in factories in Buffalo and Toronto.

There are also factories in Australia and Japan that are producing Newman products.

"We put up \$40,000 to start the company, and we got it all back in two weeks," Hotchner said. "Our intention was to put the salad dressing in the gourmet food stores in Westport for the fun of it. Three weeks later, we were getting calls from the A. & P. Neither of us could believe it took off the way it did."

Only a few months after starting his company, Newman devised a new formula for his salad dressing after Mimi Sheraton, the food critic, said it had an "unpleasant oily



Paul Newman: An "inside joke" pays off.

feel" and "overpowering dehydrated onion and garlic flavors."

"Paul changed it completely," Hotchner said. "We have nothing but all-natural foods."

The company, which operates in offices furnished with lounge chairs from Newman's swimming pool, has a tiny staff consisting of a part-time bookkeeper and a part-time secretary. Its growth has been made possible through its alliance with Advantage Food, a food brokerage company in Port Washington, New York.

"They take the orders and sell the products," Hotchner said. "They send the orders to the factories, and the factories send the products direct to the buyers. They deal with 80 percent of the large supermarkets in the country."

Advantage Food has had to hire more people," Hotchner added. "They are stunned by what has happened to them."

Hotchner reported that he and Newman have received several offers to purchase their company.

"We have been offered countless millions to be bought out," he said.

"Beatrice Food inquired about our availability. We won't meet with them. It's more fun to have a couple of bumbling idiots running the company."

**U. S. Hit by Thirsty Craze For Chocolate Fudge Soda**

The Associated Press

**C**HICAGO — The United States is being swept by fudge fever, a thirsty frenzy for a chocolate fudge drink that contains only two calories per serving, say the beverage's makers.

"In nine days we sold 1.5 million cans," said Alan Canfield, senior vice president of Canfield's Beverage Co., which produces the soda. "Now we're over 2 million cans in three weeks," twice the amount sold in all of 1984.

The company has been flooded by hundreds of requests for its Diet Chocolate Fudge Soda from diet-chocolate lovers, Canfield said.

Meanwhile, Canfield's has shipped the drink to a few states outside its normal distribution area: Illinois, Indiana, Michigan, Wisconsin and Iowa.

Canfield attributes the craze to the United States' never-ending battle with the bulge.

"People all year have been eating and enjoying themselves," he said. "In January they decide maybe they should go on a diet."

Canfield drinks the soda and has been personally trying to keep the shelves stocked. He said he recently stopped at his neighborhood grocery to help put some cans on display.

"By the time I got to the beverage section, there was a trail of people behind me," he said. "Before I got it on the shelf, it was all gone."

The fudge soda is salt-free and made with NutraSweet.

Canfield said that recently a worker driving a Canfield company car was stopped by a police officer

who said, "I'm not going to give you a ticket. Just tell me where I can buy it."

The sweet smell of success has drawn requests for franchises, distributorships and even a few offers to buy the company, Canfield said. Stockbrokers have called to ask if the company will go public.

Meanwhile, Canfield's has shipped the drink to a few states outside its normal distribution area: Illinois, Indiana, Michigan, Wisconsin and Iowa.

We make 1,200 cans a minute. We've been running double shifts. We still can't keep up with demand."

A recent check found 33 of 35 stores were out of the drink, Canfield said. "It's a Cabbage Patch situation if I ever saw one."

The fudge soda is salt-free and made with NutraSweet.

Canfield said that recently a worker driving a Canfield company car was stopped by a police officer



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# INTERNATIONAL HERALD TRIBUNE

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## Reagan's Budget Bluster

Leaked prematurely, President Reagan's budget proposals had an immediate bad reception. Recollected in tranquility, they don't seem better. Distance does not lend enchantment to the view.

One damning criticism is that they don't face up to the problems in the years succeeding fiscal 1986 (beginning this October). Even by the end of the 1980s, when we shall all be some five years older, the deficit on present estimates will still be well over 2 percent of America's GNP, which may sound small but is far higher than a healthy American economy — not to speak of the world economy — can digest. Even this disappointing prospect is unlikely to be achieved, because the assumptions underlying it — uninterrupted fast growth plus low inflation — will prove unreal unless history takes an improbable turn for the better.

Even the administration realizes this, which is why it calls the present proposals simply another down payment on the problem — just nibbling at its edges. A sad counterpoint to the Reagan cry of "if not now, when?"

For fiscal 1986 itself we are asked, inappropriately, to stay with a deficit of some \$180 billion. This is almost certainly too high to permit orderly de-escalation of interest rates and the dollar. So both will stay high or come down in disorderly fashion as world markets lose faith in America.

Nothing stands still in our market economies, not even with a remarkably popular president and a particularly successful economic year behind you. It is worrying to see a period of doubt about American policy ahead, because doubt is the enemy of stability and prosperity. Unfortunately, the world is going to see months of partisan combat,

because anything like the expenditure cuts envisaged by Mr. Reagan will be a labor of Hercules. You cannot hope to achieve the overall economies proposed by the administration when you concentrate them on only 40 percent of the expenditure side — because you do not want to cut social security and defense, and because you cannot cut interest on the public debt.

Our alarm stems not from any special disapproval of the precise spending cuts proposed, nor from any deep desire (far from it) to see taxes raised. There is no preordained "right" pattern for expenditure programs, whether you are talking about the aged, support for the farmer, or defense. Cuts don't necessarily reduce the efficacy of a program. They may well lead to better value for each dollar spent by cutting back administrative lassitude.

Nor is there any preordained "correct" level for the bottom line of the budget. Whether it ought to be in big deficit or small — or, indeed, in surplus — depends entirely on the state of the economy in any given year, and on the level of savings available to finance the needs of the business sector and the requirements of the government.

We dislike the budget message because all the deficits foreseen for the next few years seem too big to be financed without relying on a continued heavy inflow of money from abroad, requiring American interest rates to stay inappropriately high with damaging effects for America and the world as a whole. And we don't believe the proposals for the coming fiscal year have much chance of success in Congress. We may be in a syndrome that can lead to a synapse.

INTERNATIONAL HERALD TRIBUNE

## Make OPEC Pay Our Debt

The world is awash in oil. With or without OPEC's permission, prices are tumbling.

Twice in a decade the oil exporters have exploited political crises in the Mideast with shocking increases in oil prices, triggering recessions that cost the world a trillion dollars in lost production. Now economic reality has intervened. At the official cartel price of \$29 a barrel, supply far exceeds demand. Saudi Arabia, which single-handedly kept prices up by limiting exports, seems to have lost control.

But as nice as it is to see monopolists in trouble, crowing about OPEC's problems detracts attention from the golden opportunity offered by falling oil prices. Congress could insure that the Organization of Petroleum Exporting Countries remains on the run, and also raise revenues by taxing imported oil.

Two years ago, gasoline prices hovered at about \$1.25 a gallon. Now gas is available for less than a dollar. If bearish industry analysts are correct and the world supply of oil increases, prices to consumers, adjusted for inflation, will soon fall to the mid-1960s level!

Why not sit back and enjoy it? First, because the oil glut won't last unless steps are taken to prolong it. Oil will be plentiful for several years, but the long-term outlook remains bleak. It is a depleting resource and

there is still no practical substitute for it as transportation fuel. Moreover, most remaining reserves of oil that can be exploited at low cost are in politically unstable countries. Thus if demand keeps inching upward toward the limits of potential production, a repeat of the 1974 or 1979 oil shocks becomes ever more likely.

There is another reason not to sit on our oil. A program to contain the demand for oil could yield a timely bonus: tax revenue. America badly needs to reduce its budget deficit, \$200 billion and growing. A duty of, say, \$10 a barrel on imports would yield about \$20 billion directly and generate \$25 billion more in higher income and windfall taxes on domestic oil. Best of all, much of the revenue would come from OPEC's pockets; conservation would cut the price for oil and diminish the incentive for Saudi Arabia to limit output.

Conventional wisdom says Americans will not stand for a tax at the pump. But compare the pain of such a tax with the pain of draconian spending cuts — or of higher income taxes. A \$10-a-barrel import tax would raise a lot of revenue, put OPEC to rout and still leave gasoline prices lower than they were in 1982. Never has there been a better moment to strike a blow for energy independence.

— THE NEW YORK TIMES.

## Other Opinion

### The Challenge on Trade

There is no quick and easy remedy to the staggering trade deficit accumulated by the United States last year, because it is both an integral part of the nation's resurgent prosperity and part of more complex economic problems that have resisted efforts at correction.

History is repeating itself in a curious way.

The nation has not known such a prolonged period of trade deficits, nine consecutive years, for 110 years — not since the era when heavy importation was essential to bringing the industrial revolution to America. Now, paradoxically, the United States is again in some ways like a distant colony — agricultural commodities a major export, manufactured goods a major import. In fact, foreign manufactured goods shipped to the United States increased so rapidly in 1984 that they constituted 22 percent of the American market.

Implicit in a \$123.3-billion deficit are serious economic losses. Some people have calculated that it represents the loss of 2.5 million jobs. For that reason alone there will be a temptation to impose more protection, a tariff

wall to contain the flood of imports. But protection will do more harm than good.

In the search for a remedy the nation must keep in mind the advantages as well as the disadvantages of trade deficits. The most important advantage is the effect of the imports on inflation — an important factor in the achievement of three consecutive years with an annual rate of inflation below 4 percent.

But there is no question that American companies are moving into world trade face serious handicaps for their exports. The high value of the dollar is the most critical one.

Despite these handicaps, there was substantial growth last year in American exports — up 8.7 percent to a total of \$217.9 billion, the third highest yet, and near the \$237-billion record which was achieved during 1981.

The restoration of growth in exports, an area too long neglected by many American businesses, signals important employment opportunities. That export growth also justifies the Reagan policy of trying to avoid protectionist measures while assuring fair access of American exports to foreign markets.

— The Los Angeles Times.

### FROM OUR FEB. 6 PAGES, 75 AND 50 YEARS AGO

#### 1910: Universal Suffrage in Prussia?

PARIS — The Prussian Government introduced a bill [on Feb. 5] for the reform of the electoral system. Recently there have been armed conflicts between the police and the Socialists. The result has been a fresh instance of the saying, "The mountain was in labor, and has brought forth a ridiculous mouse." The electoral system of Prussia is the most antiquated in Europe. Electors are divided into three categories, according to the taxes they pay. Any multi-millionaire may form a category by himself. Each category elects a delegate for every 250 electors. These delegates elect the member of the Diet. The reform movement [wants] direct universal suffrage. But the present system has to now assured the Conservative majority and excluded the Socialist element, the Government continues to turn a deaf ear to all proposals to change the system.

#### 1935: Policy Drift Hurts Democracy

PARIS — One of the most trusted of the representatives of British rule in India speaking at a lunch recently about the difficulties attendant upon the development of democracy emphasized the perplexity and uncertainty caused by fluctuations in policy. The dangers thus created in the life of a nation are familiar to us all, especially those who have followed world history during the last twenty years. They have seen nations plunge from expenditure to economy, from militarism to pacifism, from alliances to isolation, from friendship to hostility, as public opinion was swayed this way or that and through the mechanism of democratic government not in control of the policy of the State. The paralysis of initiative, the waste of energy, the perplexity of decision these changes bring about are so widespread that every nation tries to avoid them.

## New Cures for Old Ills of Poverty, Unemployment

By Francis Blanchard

The writer is director-general of the International Labor Organization. He contributed this view to the International Herald Tribune.

It is a depressing picture of deterioration in the world labor situation. There is a declining trade union membership, unequal wages and work opportunities for women, a heavy accident toll particularly of Third World workers, an increasing mass of young men and women heading towards the scrap heap because of

*The seeds of social unrest cannot be destroyed merely by policies for economic improvement.*

lack of appropriate training and the prevalence of forced labor.

I have initiated action to convene, under ILO auspices, a conference of ministers of labor, finance and planning, as well as with senior officials of international organizations concerned with financial, monetary and trade policies, to discuss and find solutions to these problems of unemployment and poverty. International conferences have often tended to be mere forums for public debates, but the agenda for the meeting I propose will focus on ways of linking social development to financial and economic policies. Social aspects of development cannot be divorced from financial and monetary policies.

The fast pace of technological progress in recent years has revolutionized the norms and modes of our

paid to several new facets which have surfaced under this broad umbrella.

Research activities into the problems generated by the advent of new technology, including the changes in the pattern of skill requirements rising from the process of industrial restructuring, constraints on the access to employment opportunities of young people and the urban poor, and identification of policies regarding the employment of women, are all facets of the modest but comprehensive program that the ILO will be taking. The list is incomplete but represents an effort to identify the problems of the technological society.

The seeds of social unrest, so apparent in the current economic crisis, cannot be removed by simply concentrating on muzzling inflation and restoring fiscal equilibrium. The human cost of such deflationary policies is already evident in the staggering rise in unemployment in many of the industrialized countries. Much of what is being done in the industrialized countries to curb inflation and restore economic coherence affect the less developed countries as well. It is clear that economic revival at a global level cannot be realized without a rethinking of the economics of the richer countries of the North. The world today is too interdependent for particularly the richer nations to pursue narrow nationalist policies which, while producing possible short-term benefits, seem certain to widen the rift between the rich and poor and contribute to destabilization of the global economic structure.

Regarding the analysis "Search for Security: The Case for the Strategic Defense Initiative" (Jan. 30) by Zbigniew Brzezinski, Robert Jastrow and Max M. Kampelman:

What about the authors' arithmetic? A 90-percent-effective defense shield may look great on a computer printout, but people are not 10-percent dead after being hit by 10 percent of the bombs that get through. A partial space shield does not end the threat; it only accelerates the need to build more bombs so that 10 percent will be enough.

TIMOTHY DEVINNEY, Athens.

## LETTER

### Only 10-Percent Dead

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## A Return to the Middle Ages in Sudan

By Colin Legum

LONDON — It is never possible, or wise, to predict the immensity of the downfall of a leader in the Third World; but it would be surprising if President Gaafar Nimeiri of Sudan has not hastened the end of his regime by his decision to order the hanging of Mahmoud Taha, the respected sage of the Republican Brothers, for the crime of heresy.

Heretics have not been hanged in Islamic societies since medieval times; it is doubtful whether even under Ayatollah Ruhollah Khomeini's Shi'ite revolution Moslems have been put to death as heretics. In Sudan — one of the most tolerant and civilized of Moslem societies — General Nimeiri's act marked the culmination of his fanatical determination to set back the clock to the Middle Ages which began with his high-handed action in turning the country into an Islamic Republic and introducing sharia laws.

Not only did his action deepen the cultural cleavage between the mainly Islamic North and the mainly Christian and animistic South; it also divided the Moslems between the modern-minded believers from the Moslem fundamentalists, and the secularists from mosque attenders.

Influential Sudanese say it is unthinkable that President Reagan should agree to receive General Nimeiri when he visits the United States on March 1. They argue that for Mr. Reagan to shake General Nimeiri's hand would amount to acceptance of the medieval practices of the Sudanese leader.

How is it possible," they ask. "For President Reagan to denounce the barbarities of Ayatollah Khomeini while, at the same time, showing friendship for Nimeiri?"

It would be difficult to exaggerate the strength of feeling among Sudanese of all political and religious persuasions over continued American support for General Nimeiri.

The Republican Brothers do not command extensive support in Sudan. They can count, at most, on a few thousand supporters. But if Mr. Taha's philosophy and religious views have failed to win much support in the 40 years of its existence,

they had distributed leaflets and organized peaceful chanting (zikir) circles in the capital. The offending leaflets contained three specific demands: abolition of the 1983 "so-called" Islamic laws because they conflict with religion and the country's constitution, and are harmful to national integration and to the right of individuals: a political solution to the question of southern Sudan; and advocacy of Sunnah codes, which are more humanitarian than the 7th century (sharia) codes, considered unsuitable to the 20th century.

The leaflet called for the halting of bloodshed in the south and for the implementation of a peaceful political solution instead of a military solution. "This," it said, "was the national duty of both the government and the armed Southerners." It called for recognition of the fact that the south faces a problem.

Explaining the stand of the Republican Brothers, the offending leaflet said that under sharia laws, non-Moslem believers do not have equal rights. "It is not enough for a citizen today merely to enjoy freedom of worship. He is entitled to enjoy the full rights of a citizen in total equity with all other citizens."

In General Nimeiri's Sudan such views are treated as heresy and its advocates are punished by hanging.

• Fund programs in the 1960s did not impose tight demand management or strict limits on foreign borrowing, allowing the first Marcos administration to pursue expansionary monetary and fiscal policies and increase foreign debt by 26 percent a year.

The result: an economic crisis in 1970 that leads one to view current difficulties with considerable déjà vu.

• The IMF did not take firm action when the government failed to control a rapid expansion in liquidity associated with the commodity price boom of 1973. The fund programmed an even steeper increase in credit into the next year's standby arrangement.

• The fund failed to enforce the conditions of a three-year credit (1976-78) designed to bring needed structural change to the Philippine economy. When tariff reform — necessary to shift resources from a heavily protected, inefficient import substitution sector towards exports — was blocked by special interests, the IMF did not demand that the government that credit terms be observed.

• In 1980, when the Philippines obviously needed to adjust to a rapidly deteriorating external situation — the second oil shock and world recession — the IMF granted the country a two-year credit under terms that in hindsight seem disastrously lenient. No devaluation was programmed even though the peso had appreciated the year before and its value would continue to rise in real terms throughout the period covered by the agreement. Two performance criteria, one with the fund's permission, were exceeded by mid-1980 and another on credit was widely missed in 1981. A fourth criteria limiting foreign borrowing proved to be the Waterloo of an already weak program as the government simply shifted to short-term debt which the fund did not monitor.

The failure of IMF programs to bring much adjustment in the Philippines economy before crisis had already occurred is due in large part to the government's apparent lack of interest in conventional economic stabilization measures. Gregorio Lanza, the central bank governor in the 1970s, was said to have regarded fund credits as "no strings attached balance of payments loans."

But the government was not only interested in IMF money, it also wanted the fund's so-called "good housekeeping seal of approval." As a World Bank document says: "The government regards the IMF's role as essential not only for the large volume of resources provided, but also for the reassurance on economic management provided to private sources of finance." IMF credits improved the country's image which was important "because in banking like anything else, there are fads . . . The credit of a particular country becomes hot in the market."

The Philippines, at high levels of foreign loans, became a fad in foreign financial circles. This allowed the country to achieve relatively high levels of growth throughout the 1970s without much structural adjustment.

If the government was more concerned with the fund's "seal of approval" than with real adjustment, why did the IMF conclude an almost unbroken series of credit with the Philippines for over two decades?

To some extent the fund was simply fooled. The recently discovered \$1.2 billion overstatement of international reserves masked the extent of the deterioration in the external account until 1984. Short-term loans were not fully monitored until then.

The IMF, then, is partly to blame for the Philippines crisis in that its light conditionality allowed the Philippines to use its "seal of approval" to secure large loans which enabled the country to postpone adjustment.

More stringent policies might well have prevented the present debacle.

The writers are both recent graduate students at the University of the Philippines. They contributed this comment to the International Herald Tribune.

## Philippines Puts Blame On IMF

By Mark R. Thompson and Gregory W. Slayton

MANILA — Like in other Third World countries where IMF programs have brought painful austerity measures, many people in the Philippines are blaming the International Monetary Fund for their present economic difficulties. Devaluation, tight credit and the erosion of buying power are all seen as the result of strict IMF decisions.

Yet tough fund conditions for a standby credit are hardly a cause of the current crisis; they are merely a consequence of an economic situation — the country's worst since the end of World War II.

But if the IMF's bitter economic medicine is not to be blamed, its lack of preventive care under almost continuous credit programs with the Philippines since 1962 can certainly be faulted. Had more stringent policies been applied earlier, the draconian measures necessary now might well have been avoided.

A review of past IMF programs with the Philippines reveals:

- Fund programs in the 1960s did not impose tight demand management or strict limits on foreign borrowing, allowing the first Marcos administration to pursue expansionary monetary and fiscal policies and increase foreign debt by 26 percent a year.

- The IMF did not take firm action when the government failed to control a rapid expansion in liquidity associated with the commodity price boom of 1973. The fund programmed an even steeper increase in credit into the next year's standby arrangement.

- The fund failed to enforce the conditions of a three-year credit (1976-78) designed to bring needed structural change to the Philippine economy. When tariff reform — necessary to shift resources from a heavily protected, inefficient import substitution sector towards exports — was blocked by special interests

## INSIGHTS

**On a N.Y. Block, Homeless 'Neighbors' Vex Residents**By William E. Geist  
*New York Times Service*

**N**EWS YORK — A vexing national urban problem has come to roost on West 11th Street, and it is Harold. Harold might be more easily described as homeless if he were not so insistent about having one. "My home is New York City," said the unkempt man with long, scraggly black hair who looks to be about 22 years old. "I live here like everybody else."

Not quite. He lives on a nicer street than most, a picturesque block lined with trees, heavy ornamental iron fences and million-dollar brownstones and town houses — albeit on the sidewalk.

He is wintering on a choice location, a sidewalk grating with an updraft of balmy, tropical exhaust — "feels like it's from the laundry room," he said — from Saint Vincent's Hospital and Medical Center. Harold often leaves shoes and other belongings there to hold his claim on the spot, and he tries to return in early evening, before someone else takes it.

What is almost too good to be true is that there is a house on his little patch of property, a big metal box, about four feet square and five feet tall (1.2 meters square and 1.5 meters tall), designed by a neighbor across the street to cover the grate and keep people like Harold from living there.

It is in the shape of an old cash register, with a curved front that makes for terribly uncomfortable lounging. But Harold found a way to sleep on the top part of the box and then a way to get inside.

The presence of Harold and others like him on the block has prompted some spirited discussions among block residents, some of

whom find their concern for the homeless heightened and others who now think that "the homeless should be locked up," in one man's words.

"It's different," said a passerby, who stopped recently in front of Harold's box, "when they live in front of your house than

**There was the wild man  
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when you see them on the TV news." A woman companion asked, "Why doesn't he get out of here and go to a shelter where he belongs?"

Others on the block, such as Steven Gaines, can be sharply critical of neighbors who react this way, but Mr. Gaines said it also was a mistake to romanticize the homeless. He said the issue of the homeless living on the block was far from cosmetic. "They foul the streets in every conceivable manner," he said.

There is, for instance, the matter of the wild man who lived on the sidewalk for about two years who had the habit of waking the neighborhood nearly every night yelling loud,

graphic obscenities. "The man's voice was unbelievably deep and strong," said Harriet Heyman, another resident.

"It was like Walter Cronkite gone berserk," she said, referring to the television journalist.

Many neighbors raised at hospital officials to do something about the screaming man at their property, but no matter how many times the man was chased away or escorted to shelters and emergency rooms by the police, he always returned. Mr. Gaines and others asked the hospital to put some barbed wire on the grate, which the hospital did months later.

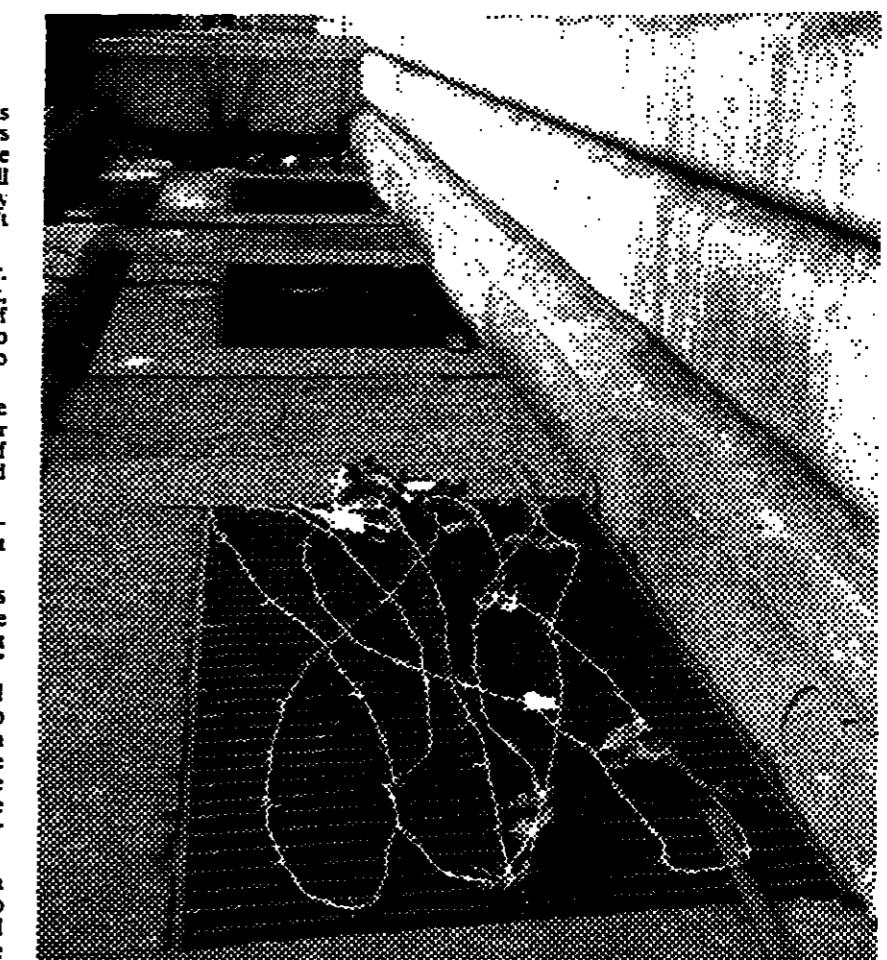
"Then," said Dan Sorrenti, a spokesman for the hospital, "we received calls from neighbors saying how inhumane it was to put up the barbed wire. It's a real Catch-22 situation."

"People are hardening to seeing the homeless out there," she said. "We stop looking at them. That's what is frightening."

"I'm happy the screamer is gone," Miss Heyman said, "but it concerns me that no one can do anything for him. It seems we just don't care enough. That's the bottom line."

"It is," Mr. Gaines said, "the character and nature of people in this city not to care, to walk on by and not look, to not start up with somebody. The terrible thing is that after we asked for the barbed wire and got it and the screamer left, I felt sorry for him. I felt like we had evicted him from his home. I wonder where he is and if he is all right."

Out on the sidewalk, Harold was rising on a sunny, springlike day. The sidewalk next to his box was littered with cigar butts. Harold explained that he had entertained some guests the previous evening and had not had a chance to clean up.



Barbed wire covers an exhaust grate at New York's St. Vincent's Hospital.

**Half a Century  
Later, Japanese  
Begin to Question  
'Rape of Nanking'**By John Burgess  
*Washington Post Service*

**T**OKYO — The "rape of Nanking," one of the harshest symbols of Japanese brutality during World War II, has come under increasing attack from historians and veterans' groups here as a myth fabricated by the victorious Allies.

Articles and books published in recent months concede that some atrocities took place in the city in northeastern China, which is now known as Nanjing. But they say the death toll was nowhere near the 200,000 figure cited during war crimes trials after Japan's surrender in 1945.

"It was absolutely necessary for the trials to have a crime against humanity," said Massaki Tanaka, author of a new book entitled "The Fiction of the Nanking Massacre."

"In Japan there was no Auschwitz," Mr. Tanaka said. "Therefore they needed Nanking."

The debate threatens to reopen a dispute with China. In 1982, China reacted angrily when the Japanese Ministry of Education proposed softening school textbook accounts of Japanese brutality in Nanking and elsewhere in China.

Japanese officials had proposed the deletion from the textbooks of precise death tolls at Nanking and to write instead that "many" deaths occurred, on the ground that accurate figures were unknown. They later agreed to restore the numbers, but they have deleted references to rape on the ground that soldiers in battle have abused women throughout history.

A relatively small group of people and organizations are publicly arguing the new Japanese case. Still, their actions and the publicity they have received offer new evidence that the Japanese are gradually dropping taboos against questioning the victors' account of their conduct in the war.

**T**HE Japanese Imperial Army seized Manchuria, in northeastern China, in 1932. By 1937, Japan had launched attacks all over China and had quickly overrun large sections of the country.

That December, Japanese troops advanced from the textbooks of precise death tolls at Nanking and to write instead that "many" deaths occurred, on the ground that accurate figures were unknown. They later agreed to restore the numbers, but they have deleted references to rape on the ground that soldiers in battle have abused women throughout history.

According to the new theory, the Japanese troops were generally well disciplined after the fall of Nanking. As evidence, they point to official documents issued by a committee of 15 foreigners that administered the safety zone.

Mr. Tanaka, the historian, said the committee complained in 69 letters to the Japanese authorities of only 49 civilian deaths caused by Japanese soldiers. Mr. Tanaka said that many of these complaints were unconfirmed.

According to the testimony, they executed tens of thousands of prisoners of war and men suspected of being soldiers out of uniform, burned whole sections of the city and killed their inhabitants, and raped thousands of women.

For China, the "rape of Nanking" is unquestionable. Official Chinese accounts put the death toll at 300,000. A spokesman at the Chinese Embassy, noting that his government is watching the debate, said: "The Japanese invasion army's killing of large numbers of civilians and soldiers who had thrown away their weapons is a historical fact."

The new theory on Nanking was first broached in the early 1970s. Last year, a torrent of articles and debate suddenly surfaced. Advocates of the theory include some academics and Japanese Imperial Army veterans' groups, with the *Bungei-Shunju* magazine, a popular monthly, giving them much space. One veterans' journal has published an article on the new theory every month since March.



Troops of the Japanese Imperial Army's 114th Division celebrate their victory over the Chinese Nationalist Army atop Nanking's city wall in December 1937.

**O**THIER historians, meanwhile, have countered with a campaign to prove that Japan's acts were as horrific as had been charged. This camp has been led by the powerful *Asahi Shimbun* newspaper group.

In December, nine Japanese scholars spent a week in Nanjing interviewing survivors and examining historical documents and sites. The group, whose members tend to reject the new position, plan to conclude a study of the incident soon.

"For many years, the people of Nanjing have been trying to ascertain what happened," said Akira Fujiwara, an historian at Tokyo's Hitotsubashi University who headed the delegation. "They want to present the evidence."

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A later survey of the city and environs by Chinese students, he said, turned up only about 2,150 civilian deaths caused by Japanese.

Foreign journalists who were present in Nanjing, he said, used hearsay in reporting mass executions after the occupation. In any case, he maintained, numbers quoted were nowhere near the 200,000 figure that gained legitimacy at the Tokyo trial and at a separate trial in Nanking.

The new theory on Nanking also refers to reports that poorly disciplined Chinese soldiers on the run killed civilians, sometimes to obtain their clothes.

**A**TTEMPTS by attorneys for the Japanese defendants to introduce such evidence at the trials was unfairly quashed by the judge, according to Mr. Tanaka.

The purpose of the trials was to demoralize and create a sense of criminality in Japan, he said.

In rebuttal, the *Asahi Journal*, a weekly magazine owned by the *Asahi Shimbun* newspaper

group, recently published a 25-part series written by a reporter who spent months conducting research in China.

Entitled "The Road to Nanking," it concludes that the tribunal's account of Japanese atrocities was essentially correct.

Similar views are voiced by Tomio Hora, author of a book on Nanking and professor of history at Tokyo's Waseda University. He cited records of two Chinese organizations that operated burial squads.

"The records of these two groups show 150,000 corpses were disposed of," he said. "In addition, the Japanese Army killed many prisoners of war and threw their bodies into the river and fired on people trying to escape along the river."

Mr. Hora conceded that the burial records may be unreliable. But he estimated that about 200,000 people died in the city. That includes all deaths, of both soldiers and civilians, in combat and by execution.

His own research suggests that "the Japanese Army had no respect for the safety zone at all," he said. Reports and complaints to the Japanese without a doubt understand the extent of the real crimes, he said, because "people preferred to be silent, afraid of revenge."

The debate also has led to publication of diaries of Japanese soldiers who served at Nanking. One, put on display last summer at a Kyoto photo exhibit, told of a Dec. 14 massacre of 500 Chinese men picked from among refugees in the belief that they were soldiers who had abandoned their uniforms.

"The Chinese were too many for a platoon to kill" with rifles, the soldier wrote, "so we borrowed two heavy machine guns and six light machine guns" from a Japanese Army company. The Chinese were gunned down in front of the city wall, he said.

Mr. Hora said that execution of prisoners was common in China. Members of one Japanese regiment have reported that it killed 13,000 prisoners, he noted. Mr. Tanaka acknowledged some deaths of the sort, but said that guerrillas could legally be shot under international rules of war.

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"Part of you aches for the people on the sidewalks," said Cynthia Story, another neighbor. She said she had offered some of the men clothing, but that they had refused the offers.

"It becomes the law of survival," Mr. Gaines said. "When you can't sleep or work, it becomes you or them. The problems of living in New York mount up. You start to think about leaving. I love this city. I want to stay here."

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**Patients Without Hope: Doctors Face Daily Dilemma of Keeping Them Alive**

By Dena Kleiman

*New York Times Service*

**N**EW YORK — It was an ordinary day for Dr. David Finley, the chief of intensive care at a Manhattan hospital. There were seven terminally ill patients in his ward and he had to decide how long to keep them alive.

He called a lawyer.

Dr. Finley oversees seven doctors in an 18-bed world of tubes, capsules, wires, pumps and pins that allow modern medicine to keep the heart beating, lungs breathing, kidneys pumping and immunological system fighting — long after the body has given out.

It is the most expensive unit at St. Luke's-Roosevelt Hospital, a place that sparkles with large monitors whose screens blink green squiggles and lines all day long. Bells, bells and gongs punctuate the otherwise soothing sound of running oxygen. It is the place where day after day, hour after hour, the most difficult new issues of dying are played out.

Of the 143 patients who died at St. Luke's-Roosevelt during one typical month — June, 1984 — nearly 40 percent received this highly specialized care.

The intensive-care unit is a trying place to work, a place where doctors speak in euphemisms. They talk of "levels of commitment," a phrase that measures whether a patient is worth the effort of keeping alive. They speak of "aggressive" care, reserved for those patients with hope, and care that is "supportive" for those without.

At a time when technology has made heroic life-sustaining procedures routine, doctors and nurses in the unit increasingly are finding themselves professionally and emotionally ill-prepared to undertake what amounts to a new addendum to the Hippocratic oath to "do no harm."

They are being asked not merely to preserve life at all costs, but to sometimes decide when the cost of preserving life is too high — and thus, when to shut off respirators, to withhold dialysis, to deny resuscitation. In short, they are asked to decide when life should end.

"More than ever," Dr. Finley said, "the house staff is lost. You don't have to do everything for everybody. The question is, 'Where do you stop? At what point do you say, 'What are we doing? Do we care what we are doing?'"

**T**HREE patients whom Dr. Finley discussed with the hospital's attorney on that ordinary morning last October were an alcoholic, a retired butcher, a former interior designer, a retired butcher, a former interior designer for the U.S. Embassy in Egypt, the mother of an internationally known cardiologist, and a derrick whose home was the doorway of the Chuck Full O'Nuts restaurant at 57th Street and Eighth Avenue.

The alcoholic, who was suffering from liver disease, was in a coma the result of her brain being deprived of oxygen the week before, when she had suddenly stopped breathing. The woman, 54, was on a respirator and her kidneys had stopped functioning. She had been resuscitated once and had been given repeated transfusions because of uncontrollable bleeding. The retired butcher, 83, also was recently resuscitated and was on a respirator. The family was demanding that he be allowed to die but his private physician wanted to do everything possible to keep him alive. Dr. Finley, as supervisor of the unit, was caught in the middle.

"I think we should all write living wills," Dr. Lustbader said sarcastically. "Today."

But now it was time to deal with these decisions — to talk again to the alcoholic's family, to broach the subject of death with the retired butcher.

Dr. Finley said he would do it, confident that he knew the lawyer's answer.

The woman, who at one time was with the City Corporation Counsel's office, had been in the intensive-care unit since July. There was nothing medically left to be done for her, so she was on a waiting list for placement in a chronic-care facility.

She had been waiting for two months, her life measured by the rounds of nurses taking her temperature, watching her heart monitor, examining the relative gas ratios of her blood.

Her view was a room with three other beds, each connected to a heart monitor and numerous tubes and pumps. Dr. Finley was standing at the bedside of this rail-thin woman. She acknowledged him with her large, dark eyes.

"We have to talk about a problem," he said. "And we need your help."

**S**HE nodded, her eyes not leaving his. "Remember we had to talk about how important it was to decide to have the trache?" he continued, referring to the surgery that she had undergone to install the respirator tube in her throat.

She nodded.

"Well, we have to make another decision about your care." Again, she looked at him intently.

NYSE Most Actives					
Vol.	High	Low	Last	Chg.	
Philip Morris	518	51	49	-2	+1.2%
Unocal	2718	36	35	-1	+2.7%
Merrill Lynch	25729	36	35	-1	+2.7%
A.T.T.	7620	2116	2116	-1	+1.1%
P.T.S.	7620	2116	2116	-1	+1.1%
Westinghouse	10554	236	236	-1	+1.1%
BellSouth	12195	236	236	-1	+1.1%
Philip Morris	13607	616	606	-1	+1.1%
IBM	11582	134	134	-1	+1.1%
Dow	11582	134	134	-1	+1.1%
American Express	11118	134	134	-1	+1.1%
National	10721	1446	1326	-1	+1.1%
Telstra	10647	83	81	-1	+1.1%

Dow Jones Averages					
Open	High	Low	Last	Chg.	
Indus	1294.05	1301.12	1278.40	+26.52	+1.8%
Trans	671.05	674.75	672.45	+1.65	+1.0%
Util.	149.77	151.01	148.90	+1.81	+1.2%
Com.	354.22	358.57	351.18	+5.31	+1.5%

NYSE Index					
High	Low	Close	Chg.		
Composite	104.74	104.34	104.42	+0.08	
Industrials	102.27	102.04	102.15	+0.28	
Trans.	102.27	102.04	102.15	+0.28	
Utilities	109.45	108.80	109.55	+1.30	
Finance					

Tuesday's Closing					
Open	High	Low	Last	Chg.	
Advanced	104.74	104.34	104.42	+0.08	
Declined	102.27	102.04	102.15	+0.28	
Total Issues	102.27	102.04	102.15	+0.28	
New Highs	49	51	51	+2	
Volume up	5,428,170	5,420,140	5,420,170	+1,000	
Volume down					

AMEX Diaries					
Advanced	248	229	229	+1	+1.2%
Declined	248	229	229	+1	+1.2%
Total Issues	252	233	233	+1	+1.2%
New Highs	49	51	51	+2	+4.1%
Volume up	5,428,170	5,420,140	5,420,170	+1,000	
Volume down					

NASDAQ Index					
Open	High	Low	Last	Chg.	
Composite	129.72	129.55	127.17	+2.55	+2.0%
Industries	129.72	129.55	127.17	+2.55	+2.0%
Finance	129.72	129.55	127.17	+2.55	+2.0%
Utilities	129.72	129.55	127.17	+2.55	+2.0%
Banks	129.72	129.55	127.17	+2.55	+2.0%
Trans.	129.72	129.55	127.17	+2.55	+2.0%

AMEX Most Actives					
Vol.	High	Low	Last	Chg.	
TIE	4777	4765	4764	+12	+1.2%
World Bank	2524	2516	2516	+1	+0.4%
U.S. Steel	2524	2516	2516	+1	+0.4%
Cyberia	2524	2516	2516	+1	+0.4%
AM Int'l	2492	2484	2484	+1	+0.4%
W.D. Bell	2422	2414	2414	+1	+0.4%
KeyPharm	2322	2314	2314	+1	+0.4%

NYSE Diaries					
Class	Prev.				
Advanced	104.74	104.34	104.42	+0.08	
Declined	102.27	102.04	102.15	+0.28	
Total Issues	102.27	102.04	102.15	+0.28	
New Highs	49	51	51	+2	+4.1%
Volume up	5,428,170	5,420,140	5,420,170	+1,000	
Volume down					

Odd-Lot Trading in N.Y.					
Vol.	4 P.M.	Sales	54,911		
Feb. 4	229,049	4,672			
Prev. 4 P.M. vol.	107,152	5,163	4,551		
Prev. consolidated close	124,633,000				
Tables include the afternoon entries up to the closing on Wall Street					

Standard & Poor's Index					
High	Low	Close	Chg.		
Industrials	204.76	204.55	204.74	+0.19	+0.9%
Trans.	204.76	204.55	204.74	+0.19	+0.9%
Utilities	204.76	204.55	204.74	+0.19	+0.9%
Composite	204.76	204.55	204.74	+0.19	+0.9%

Dow Jones Bond Averages					
Class	Chg.				
Bonds	74.95				
Utilities	74.73				
Industrials	74.60				

AMEX Stock Index					
Web	Low	Close	Chg.		
227.18	225.53	224.72	+1.17		

## Blue Chips Slide at Day's End

United Press International

NEW YORK — The stock market had a bumpy ride to a mixed finish Tuesday, with blue-chip issues sliding but the broader market pushing higher.

The Dow Jones industrial average dropped 4.85 to 1,285.23. The Dow was above its all-time high of 1,292.62 in the first hour

## Statistics Index

AMEX prices P.13  
AMEX Note/Journal P.20  
NYSE prices P. 8  
NYSE News/lead P. 9  
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Dividends P.12  
Other markets P.14

WEDNESDAY, FEBRUARY 6, 1985

## INTERNATIONAL MANAGER

### Europe Roundtable Aims To Open Up the Borders

By PAUL LEWIS  
*New York Times Service*

**P**ARIS — In 1972, a group of chief executive officers from leading U.S. corporations, convinced that the business community was widely misunderstood, formed the Business Roundtable to get their point of view across to government officials and the general public.

Eleven years later, a group of European chief executives, similarly dissatisfied with the way their governments were treating business, formed a Business Roundtable of their own.

While the general goals of the two organizations are the same, the groups differ in many ways. The European one is much smaller than the American — about 20 members, compared with more than 200 — and instead of limiting themselves to lobbying, the Europeans have put forward a \$60-billion plan for spurring economic growth.

To Europe's business leaders, governments are to blame for much of the Continent's chronic problems with growth and unemployment as well as its technological backwardness. The reason, the business leaders say, is that officials have failed to create the authentic free-trading area that they promised when they started to build the European Community more than 25 years ago.

Unless Europe's frontiers are stripped of red tape, the Roundtable fears, the Continent will never be able to develop enough world-scale companies and winning technologies.

"European integration has stopped — it's going backwards," said the chief executive officer of the Swedish group Volvo AB, Pehr G. Gyllenhammar, who in 1983 founded the Roundtable. "Governments focus on the problems of agriculture and declining industry, not on industries that can succeed."

"If we wait for the politicians to act — well, all I can say is that we've been waiting a long time already," said Wisse Dekker, president of Philips NV, the big Dutch electronics group. He was explaining why he had agreed to become a vice chairman of the Roundtable.

Rather than complain, Europe's Business Roundtable last year put forward its \$60-billion plan, which aims at revitalizing trade, increasing growth and promoting industrial efficiency by opening up Europe's frontiers.

**T**HE project, known as Missing Links, foresees a web of tunnels, bridges and high-speed train tracks that would speed the movement of goods and people around Europe.

By increasing the volume of traffic, the project could make frontier controls seem petty nuisances and could strengthen political pressure for their abolition. As Mr. Gyllenhammar put it, "Our links make frontiers irrelevant."

While the Roundtable hopes economic pressure will sweep away Europe's trade barriers, a new group of frustrated Europeans is trying to do the same thing by political means.

Calling itself the Action Committee for Europe, this group comprises politicians, trade unionists, business executives and bankers. On June 7, at its inaugural meeting in Stuttgart, it plans to introduce a detailed plan for transforming the European Community. Key features include a timetable for eliminating specific trade barriers.

The Action Committee for Europe is a recreation of the Action Committee for a United States of Europe, founded in 1955 by Jean Monnet, the legendary "Father of Europe," and disbanded a few years before his death in 1979.

Like its predecessor, the new committee plans to work from within the existing power structure, recruiting people in high places who will use their influence to advance its aims.

But its objectives are different. Monnet saw the nationalism of de Gaulle as the threat to Europe's future. The new Action Committee thinks the threat is economic, stemming from Eu-

(Continued on Page 11, Col. 5)

## Currency Rates

Late interbank rates on Feb. 5, excluding fees.  
Official fixings for Amsterdam, Brussels, Frankfurt, Milan, Paris, New York rates of 4 P.M.

	\$	£	D.M.	F.F.	FL.	Gdr.	BF.	S.F.	Yen
Amsterdam	3.6445	4.9252	112.18	37.045	0.9143	5.655	122.93	140.64	100
Buenos Aires	64.615	71.62	20.695	6.5714	0.2257	12.605	110.45	117.21	124.51
Frankfurt	3.2195	3.58	10.16	3.255	0.0001	1.000	11.75	12.00	100
London (D)	1.1715	1.425	2.985	19.045	4.01	71.70	3.04	28.765	100
London (L)	1.1715	1.425	2.985	19.045	4.01	71.70	3.04	28.765	100
Milan	1.97428	2.199.40	61.645	20.71	50.13	30.715	72.69	74.28	100
Paris	—	—	—	—	—	—	—	—	—
New York (c)	—	—	—	—	—	—	—	—	—
New York (p)	—	—	—	—	—	—	—	—	—
Paris	9.829	10.92	3.025	4.972	0.2972	1.025	10.00	10.00	100
Tokyo	259.85	297.14	3.024	3.024	0.0001	1.000	259.85	259.85	100
Zurich	2.7348	3.047	8.42	27.425	0.1302	75.065	2.07	2.07	100
1 ECU	0.6711	0.8165	2.0254	4.794	0.0001	1.000	1.655	1.655	100
1 SDR	0.66391	0.8039	2.1102	5.782	0.0001	1.000	1.622	1.622	100

\* Short-term 10% yield  
(a) Commercial bank's (b) Amounts needed to buy one pound (c) Amounts needed to buy one dollar (\*)  
Units of 100 (d) Units of 1,000 (e) Units of 10,000  
N.D.: Not available. M.A.: Not available.

Sources: Banque du Bruxelles (Brussels); Banca Commerciale Italiana (Milan); Banque Nationale de Paris (Paris); IMF (SDR); Banque Arabe d'Investissement (Cairo); Rietveld, Rietveld, Amsterdam; Other data from Reuters and AP.

## Interest Rates

Eurocurrency Deposits Feb. 5

	1 mo.	2 mos.	3 mos.	6 mos.	1 year
Dollar	5.5%	6.5%	6.5%	7.5%	8.5%
D-Mark	5.5%	6.5%	6.5%	7.5%	8.5%
£	5.5%	6.5%	6.5%	7.5%	8.5%
DM	5.5%	6.5%	6.5%	7.5%	8.5%
Yen	5.5%	6.5%	6.5%	7.5%	8.5%
FF	5.5%	6.5%	6.5%	7.5%	8.5%
Swiss	5.5%	6.5%	6.5%	7.5%	8.5%
ECU	5.5%	6.5%	6.5%	7.5%	8.5%
SDR	5.5%	6.5%	6.5%	7.5%	8.5%

Interest Rate Data: Interbank deposits of \$1 million minimum (or equivalent).

Sources: Morgan Guaranty (dollar, DM, SF, Pound, FF); Lloyds Bank (ECU); Clifford (SDR).

Asian Dollar Rates Feb. 5

	1 mo.	2 mos.	3 mos.	6 mos.	1 year
DM	5.5%	6.5%	6.5%	7.5%	8.5%
Yen	5.5%	6.5%	6.5%	7.5%	8.5%
£	5.5%	6.5%	6.5%	7.5%	8.5%
FF	5.5%	6.5%	6.5%	7.5%	8.5%
Swiss	5.5%	6.5%	6.5%	7.5%	8.5%
ECU	5.5%	6.5%	6.5%	7.5%	8.5%
SDR	5.5%	6.5%	6.5%	7.5%	8.5%

Interest Rate Data: Interbank deposits of \$1 million minimum (or equivalent).

Sources: Reuters, Commerzbank, Credit Lyonnaise, Lloyds Bank, Bank of Tokyo.

Key Money Rates

United States

Close Prev. British

Discount Rate

Federal Funds

Prime Rate

Broker Loan Rate

Commercial Papers 30-70 days

4-month Treasury Bills

CD's 30-90 days

CD's 45-90 days

West Germany

Discount Rate

Overnight Rate

One Month Interbank

3-month Interbank

6-month Interbank

4-month Interbank

France

Intervention Rate

Call Money

One-month Interbank

3-month Interbank

4-month Interbank

Key Money Rates

United States

Close Prev. British

Discount Rate

Federal Funds

Prime Rate

Broker Loan Rate

Commercial Papers 30-70 days

4-month Treasury Bills

CD's 30-90 days

CD's 45-90 days

West Germany

Discount Rate

Overnight Rate

One Month Interbank

3-month Interbank

6-month Interbank

4-month Interbank

France

Intervention Rate

Call Money

One-month Interbank

3-month Interbank

4-month Interbank

Key Money Rates

United States

Close Prev. British

Discount Rate

Federal Funds

Prime Rate

Broker Loan Rate

Commercial Papers 30-70 days

4-month Treasury Bills

CD's 30-90 days

CD's 45-90 days

West Germany

## U.S. Futures Feb. 5

**Season** **Season**  
High Low Open High Low Close Chg.

**Grains**

**WHEAT (CBT)**

\$5,000 lbs minimum-dollars per bushel

4/24 1,372 Mar. 3,67 3,59 3,592 3,574 -18W

1,370 1,374 Jul. 2,374 2,379 2,377 -18W

1,372 1,374 Sep. 3,384 3,294 3,297 -18W

1,374 1,374 Nov. 3,474 3,474 3,474 -18W

1,374 1,374 Prev. 3,52 3,52 3,52 3,52 -18W

Prev. Day Open Int. 17,434 17,434

Prev. Day Close Int. 17,434 17,434

COTTON (CBT)

\$5,000 lbs minimum-dollars per bushel

3/24 2,274 Mar. 2,724 2,724 2,724 +10W

3/21 2,714 Jul. 2,814 2,814 2,814 +10W

2,714 2,714 Sep. 2,824 2,724 2,724 +10W

2,714 2,714 Nov. 2,824 2,824 2,824 +10W

2,714 2,714 Prev. 2,824 2,824 2,824 +10W

Prev. Day Open Int. 132,758 off 724

SOYBEAN OIL (CBT)

\$5,000 lbs minimum-dollars per bushel

7/24 2,974 Mar. 2,974 2,974 2,974 +10W

7/24 2,974 Jul. 2,974 2,974 2,974 +10W

2,974 2,974 Sep. 2,974 2,974 2,974 +10W

2,974 2,974 Nov. 2,974 2,974 2,974 +10W

2,974 2,974 Prev. 2,974 2,974 2,974 +10W

Prev. Day Open Int. 71,000 off 31

SOYBEAN MEAL (CBT)

100 lbs minimum-dollars per bushel

1,728 1,728 Mar. 1,728 1,728 1,728 +10W

1,728 1,728 Jul. 1,728 1,728 1,728 +10W

1,728 1,728 Sep. 1,728 1,728 1,728 +10W

1,728 1,728 Nov. 1,728 1,728 1,728 +10W

1,728 1,728 Prev. 1,728 1,728 1,728 +10W

Prev. Day Open Int. 141,191 off 199

Prev. Day Close Int. 141,191 off 199

SOYBEAN OIL (CBT)

50,000 lbs minimum-dollars per 100 lbs

3/24 2,974 Mar. 2,974 2,974 2,974 +10W

3/24 2,974 Jul. 2,974 2,974 2,974 +10W

2,974 2,974 Sep. 2,974 2,974 2,974 +10W

2,974 2,974 Nov. 2,974 2,974 2,974 +10W

2,974 2,974 Prev. 2,974 2,974 2,974 +10W

Prev. Day Open Int. 41,217 off 271

OATS (CBT)

\$5,000 lbs minimum-dollars per bushel

1,491 1,491 Mar. 1,491 1,491 1,491 +10W

1,491 1,491 Jul. 1,491 1,491 1,491 +10W

1,491 1,491 Sep. 1,491 1,491 1,491 +10W

1,491 1,491 Nov. 1,491 1,491 1,491 +10W

1,491 1,491 Prev. 1,491 1,491 1,491 +10W

Prev. Day Open Int. 3,863 off 19

Livestock

CATTLE (CME)

50,000 lbs -cents per lb

7/24 1,455 Mar. 1,455 1,455 1,455 -10W

1,455 1,455 Apr. 1,455 1,455 1,455 -10W

1,455 1,455 May 1,455 1,455 1,455 -10W

1,455 1,455 Jun. 1,455 1,455 1,455 -10W

1,455 1,455 Jul. 1,455 1,455 1,455 -10W

1,455 1,455 Sep. 1,455 1,455 1,455 -10W

1,455 1,455 Nov. 1,455 1,455 1,455 -10W

1,455 1,455 Prev. 1,455 1,455 1,455 -10W

Prev. Day Open Int. 14,700 off 716

FEEDER CATTLE (CME)

44,000 lbs -cents per lb

7/24 1,455 Mar. 1,455 1,455 1,455 -10W

1,455 1,455 Apr. 1,455 1,455 1,455 -10W

1,455 1,455 May 1,455 1,455 1,455 -10W

1,455 1,455 Jun. 1,455 1,455 1,455 -10W

1,455 1,455 Jul. 1,455 1,455 1,455 -10W

1,455 1,455 Sep. 1,455 1,455 1,455 -10W

1,455 1,455 Nov. 1,455 1,455 1,455 -10W

1,455 1,455 Prev. 1,455 1,455 1,455 -10W

Food

COFFEE (C (NYCSCE))

\$20/lbs -cents per lb

1,555 1,555 Mar. 1,555 1,555 1,555 -10W

1,555 1,555 May 1,555 1,555 1,555 -10W

1,555 1,555 Jul. 1,555 1,555 1,555 -10W

1,555 1,555 Sep. 1,555 1,555 1,555 -10W

1,555 1,555 Nov. 1,555 1,555 1,555 -10W

1,555 1,555 Prev. 1,555 1,555 1,555 -10W

Prev. Day Open Int. 11,721 off 11

COCOA (NYCSCE)

10 metric tons -cents per lb

1,220 1,220 Mar. 1,220 1,220 1,220 -10W

1,220 1,220 May 1,220 1,220 1,220 -10W

1,220 1,220 Jul. 1,220 1,220 1,220 -10W

1,220 1,220 Sep. 1,220 1,220 1,220 -10W

1,220 1,220 Nov. 1,220 1,220 1,220 -10W

1,220 1,220 Prev. 1,220 1,220 1,220 -10W

Prev. Day Open Int. 2,022 up 322

COCOA (NYCSCE)

10 metric tons -cents per lb

1,220 1,220 Mar. 1,220 1,220 1,220 -10W

1,220 1,220 May 1,220 1,220 1,220 -10W

1,220 1,220 Jul. 1,220 1,220 1,220 -10W

1,220 1,220 Sep. 1,220 1,220 1,220 -10W

1,220 1,220 Nov. 1,220 1,220 1,220 -10W

1,220 1,220 Prev. 1,220 1,220 1,220 -10W

Prev. Day Open Int. 2,022 up 222

COCOA (NYCSCE)

10 metric tons -cents per lb

1,220 1,220 Mar. 1,220 1,220 1,220 -10W

1,220 1,220 May 1,220 1,220 1,220 -10W

1,220 1,220 Jul. 1,220 1,220 1,220 -10W

1,220 1,220 Sep. 1,220 1,220 1,220 -10W

1,220 1,220 Nov. 1,220 1,220 1,220 -10W

1,220 1,220 Prev. 1,220 1,220 1,220 -10W

Prev. Day Open Int. 2,022 up 222

COCOA (NYCSCE)

10 metric tons -cents per lb

1,220 1,220 Mar. 1,220 1,220 1,220 -10W

1,220 1,220 May 1,220 1,220 1,220 -10W

1,220 1,220 Jul. 1,220 1,220 1,220 -10W

1,220 1,220 Sep. 1,220 1,220 1,220 -10W

1,220 1,220 Nov. 1,220 1,220 1,220 -10W

1,220 1,220 Prev. 1,220 1,220 1,220 -10W

Prev. Day Open Int. 2,022 up 222

COCOA (NYCSCE)

10 metric tons -cents per lb

1,220 1,220 Mar. 1,220 1,220 1,220 -10W

1,220 1,220 May 1,220 1,220 1,220 -10W

1,220 1,220 Jul. 1,220 1,220 1,220 -10W

1,220 1,220 Sep. 1,220 1,220 1,220 -10W

1,220 1,220 Nov. 1,220 1,220 1,220 -10W

1,220 1,220 Prev. 1,220 1,220 1,220 -10W

BUSINESS ROUNDUP

**Eastern Plans Salary Cuts After Labor Negotiations Fail**

United Press International

MIAMI — Eastern Air Lines said Tuesday that it will cut the salaries of its 37,500 employees by 18 percent to 22 percent beginning this week because negotiations with three labor unions failed to bring new cost-cutting agreements.

Eastern's action was likely to send the unions back to court to press the lawsuits they filed against the carrier when it unilaterally extended 1984 pay cuts beyond Jan. 1.

The airline and its unions agreed in January that full pay would be restored for that month if a new cost-cutting plan could be in place by Feb. 1. Talks broke down during the weekend and Eastern said it would reinstate the cuts.

"The agreements were only for the month of January," said Richard McGraw, the carrier's vice president for communications. "We are now in February."

Eastern went into technical default on some of its \$2.4 billion in loans at 12:01 A.M. on Feb. 1, when it failed to reach agreement

with the unions on new cost-cutting measures.

The cost reductions were demanded by the airline's 60 lender banks as proof that in 1983, Eastern could achieve a profit for the first time in six years. The lenders reportedly would like a wage-and-operating plan that projects a \$95-million profit.

On Monday, Eastern met with a small group representing the banks and asked for an extension of the Feb. 1 deadline. The banks have not responded.

Two unions, the pilots and flight attendants, reached agreement last week with Eastern. But the biggest union, the 17,000-member International Association of Machinists, balked.

The two sides did not meet Monday and no talks were scheduled Tuesday.

Eastern got agreements from its 37,000 employees last year to give up 18 percent to 22 percent of their pay in exchange for stock and four seats on the board of directors. That agreement expired Dec. 31.

COMPANY NOTES

Trans World Airlines will expand service between New York and Minneapolis-St. Paul and between New York and Charlotte, North Carolina, in late April. It will start routes to Copenhagen, via London and Geneva, via Paris; extend its Cairo-Kuwait service to Bombay; and fly nonstop to Munich on the route that now stops in Frankfurt.

Applied Intelligent Systems Inc. has completed the sale of 12.6 percent of its stock to General Motors Corp.

Rally Manufacturing Corp.'s Bailey Sente unit has entered into an exclusive licensing agreement with Horn Abbott Ltd. to produce and market "Trivial Pursuit Think Tank," a video-arcade version of the board game Trivial Pursuit.

Entrad Corp., Australia's leading textile producer, has begun an effort to acquire Tootal, a major British textile company, for £124 million (\$138 million). Entrad holds a 3.78-percent interest in Tootal.

International Business Machines Corp. has added two new model types to its 3380 family of direct-access storage devices and enhanced-associated control units.

Keilin Co. and Hudson Enterprise will sell their Bermuda joint venture, Savanna Corp., the holding company of Panamanian-registered Everett Steamship Corp., to a consortium of Sea Containers Ltd. and Marine Chartering Co.

The Los Angeles Times-Washington Post News Service has ob-

gun a financial news service called Business Data Call.

Manville Corp. has announced a \$112-million settlement with Insurance Company of North America, Midland Insurance Co. and Allstate Insurance Co., which had written its supplementary insurance for asbestos-related injuries.

Oak Industries Inc. has sold its ailing ON-TV service in Los Angeles to SelectTV of America Ltd., a subsidiary of Clarion Co., Japan's largest independent maker of steel equipment.

Rockefeller Group, the owner of New York's Rockefeller Center, will buy from Columbia University the 11.7 acres (4.7 hectares) of land Columbia owns under the center for \$400 million.

Samsung Construction Co. of Seoul is approaching banks for a \$45-million working capital facility to help finance construction projects in the Middle East.

Saxxon Oil PLC said Du Pont Co.'s Conoco Ltd. subsidiary was operator on two gas discoveries in the British North Sea in which Saxxon holds shares.

Pacific Lighting, parent company of Southern California Gas Co.; Houston Natural Gas Corp., and El Paso Natural Gas Co., a subsidiary of Burlington Northern Inc., plan to build a \$250-million pipeline from Topock, Arizona, to California's San Joaquin Valley to provide gas for use in oil production.

**China Negotiates With Boeing on Airplane Buys**

Reuters

BEIJING — China has been negotiating with Boeing Co. for the possible purchase of 747, 767 and 737 airliners, the official Xinhua news agency said Tuesday, quoting the head of the Civil Aviation Authority of China.

Shen Tu, the authority's director, said China also was negotiating purchases from the European consortium Airbus Industrie, British Aerospace PLC and other manufacturers.

He gave no details.

The aviation authority announced last month that it was buying 19 aircraft — three Airbus A310s, seven Boeing 737-200s and nine Soviet Tupolev-154Ms. Mr. Shen did not specify the number of additional aircraft that the authority was seeking.

"The next three years will witness a big boom in China's civil aviation, relieving overstrained services on both domestic and international routes," he said in a statement released by Xinhua.

The aviation authority's monopoly is being ended and the company will be split into five firms.

Mr. Edelman said.

The entire retail industry

emerged from 1983 with strong

sales results, and therefore had

high expectations for 1984, Mr.

Edelman said.

Earnings Outlook Is Gloomy For Some U.S. Retail Chains

By Isadore Barmash

New York Times Service

NEW YORK — The difficult fiscal year for retailers, particularly the disappointing Christmas season, has caused Wall Street analysts to predict earnings declines in the year for about half of the 12 largest retail chains in the United States.

According to a consensus of analysts' declines from the 1983 fiscal year are expected at J.C. Penney Co., Federated Department Stores, Carter Hawley Hale Stores Inc., Associated Dry Goods Corp. and Sears, Roebuck & Co.

Earnings gains in the fiscal year that ended Saturday were expected for K mart Corp., Dayton-Hudson Corp., R.H. Macy & Co., May Department Stores Co., Wal-Mart Stores Inc. and Zayre Corp.

Earnings at Allied Stores Corp.

are expected to be flat.

The problem with 1984 wasn't consumer spending, which was generally satisfactory, but that retailers over-anticipated sales and over-planned their inventories," said Jeffrey B. Edelman, an analyst for Dean Witter Reynolds Inc.

"The problem with 1984 wasn't consumer spending, which was generally satisfactory, but that retailers over-anticipated sales and over-planned their inventories," said Jeffrey B. Edelman, an analyst for Dean Witter Reynolds Inc.

"In fact, the last half of the year saw severely competitive price pressures on retailers, bringing an erosion in their profit margins in a less-than-expected sales environment," said Thomas H. Tashjian, an analyst for Prudential-Bache Securities Inc.

"The economy is the priority — that's why we're bringing in economists and bankers," said Simon May, the group's British-born deputy secretary general and a former EC civil servant.

Britain and West Germany are leading a drive to resolve what is known as the "internal market problem." This would mean reducing customs paperwork and eliminating differing safety standards and arcane regulations that, a recent study says are the equivalent of a 15-percent tariff on all goods moving across Europe's supposedly tariff-free frontiers.

It would also mean removing legal barriers to cross-frontier mergers and eliminating rules that stop European insurance companies from writing business in other countries.

The fall of the Canadian dollar, to about 75 cents currently, gives Canadian mills a cost advantage that has helped them overcome long shipping distances to penetrate most American markets.

The sharp climb in lumber prices, which more than tripled be-

BUSINESS PEOPLE

**3 Appointed As Advisers At Chemical**

By Brenda Haggerty

International Herald Tribune

LONDON — Chemical Bank of New York has appointed Fritz Lentwiler, James B. Leslie and Washington and Sons' managing director, to its international advisory board.

Mr. Lentwiler will become president of the Swiss engineering concern Brown, Boveri & Co. Until the end of 1984 he served as head of Raiffeisen International Settlements and the Swiss National Bank. He became an adviser to Robeco, a Dutch investment group, in January and joined the board of directors of the Prince of Liechtenstein Foundation.

Mr. Leslie was appointed chairman of Sydney-based Qantas Airways Ltd. in July 1980. He retired as managing director of Mobil Oil Australia Ltd. in July 1980, and as chairman of that company in January 1981, after eight years in that position. Mr. Leslie was the first Australian to hold these posts at Mobil. In addition, he is a director of several Australian companies.

Dana Corp. has named Alejandro Valenzuela president of Dana Europe. He succeeds Joe Magliochetti, who was transferred to the Toledo, Ohio, head office of Dana, a maker of components and parts

for the transportation industry, to take up the post of vice president. Mr. Valenzuela will continue as chairman of Floquet Monopole SA, one of the French companies within Dex Eurobank.

Cashier Bank Ltd., the merchant banking arm of National Westminster Bank PLC, is to establish two subsidiaries in Australia to provide services in the domestic and international capital markets, corporate advice and investment management. Trading is expected to start at midyear. Peter Hall, an Australian who was until recently a general manager of Chase-NYB Group Ltd., Melbourne, has been recruited by County Bank to run its Australian operations.

Banco di Sicilia said Ettore Salini has become general manager of its London branch. He succeeds Antonio Succi, who has been named deputy chief manager for the foreign-relations division of the bank in Rome. Mr. Salini previously was deputy general manager of Banco di Sicilia's London branch.

Westpac Banking Corp., Australia's largest financial-services group, said it plans to open a representative office in Kuala Lumpur later this month. Derek Phillips, currently manager of Malaysian business at Westpac's Singapore branch and regional office, will be the chief representative in Kuala Lumpur.

Dataserv Inc. said Volker Heiderich has become a managing director of its Dusseldorf-based subsidiary, Premier Computers GmbH. He returns to the company following a year as managing director of IBL Computer GmbH in Dusseldorf. Dataserv, which is based near Minneapolis, is a computer-leasing and maintenance group.

The end of last year was \$108, according to Timber Data. The government is the major supplier of timber in the Northwestern United States.

"This is a logical economic response," he said. "It's analogous to what is going on in the oil market, where very sharp increases in the price of a natural resource triggered changes in the uses of the material."

Most executives say they will have to wait for a weakening of the dollar before important export markets in Japan, South Korea and Western Europe revive and the Canadian imports can be beaten back. They also are hoping for lower mortgage rates and 2 million housing starts a year, but few expect to see that in this decade.

T.J. Tomjack, general sales manager for the Polylath Corp. in its Western wood-products division, in Spokane, Washington, said the comparatively high timber costs in the Northwestern United States have caused many companies to shift their new operations to the Southeast, where timber is less costly.

**Group Seeks Free Trade**

(Continued from Page 9)

rope's divided market and protectionist impulses.

"The economy is the priority — that's why we're bringing in economists and bankers," said Simon May, the group's British-born deputy secretary general and a former EC civil servant.

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The sharp climb in lumber prices, which more than tripled be-

**Wood-Products Firms in Trouble**

(Continued from Page 9)

the timberland situation, for some it will be manufacturing assets and for others it will be both."

Last October, President Ronald Reagan signed a bill that gives dozens of companies in the Pacific Northwest the right to cancel 2.5 million in pre-1982 contracts to buy and cut timber on government-owned lands.

Still, the industry will have to pay cancellation fees and stands to lose about \$220 million in setting the contracts, according to Douglas McDonald, publisher of Timber Data, an industry newsletter in Eugene, Oregon. Under the bill, rights to the intact timber revert to the government.

In the first quarter of 1980, with inflation running high and the government restricting forests available for timber sales, bidding for Douglas fir reached \$486 per thousand board feet, a measure of lumber equal to 12-by-12-by-1 inches (31-by-31-by-2 centimeters).

The price fell to \$92 in 1982, rebounded to \$180 early in 1983, but has steadily declined, and at

The International Herald Tribune invites you to



**Meet the New French Cabinet**

February 26, 1985, Paris

Following the success of our 1982 conference, we are pleased to announce a one day briefing session focusing on "Modernization: Priority for the French Economy".

With the cooperation of the French Government, we have gathered together the key ministers most directly involved with policies affecting business activities in France.

The program will include presentations by:

Pierre Bérégovoy, Minister of Economy, Finance and Budget.

Edith Cresson, Minister of Industrial Redeployment and Foreign Trade.

Hubert Curien, Minister of Research and Technology.

Michel Delebarre, Minister of Labour, Employment and Vocational Training.

Roland Dumas, Minister of External Relations.

Mr. Daniel Henriet, our speaker.

An important aspect of the conference

will be the extensive opportunities to engage

in informal discussion with the current policy

makers and with other business executives

actively doing business with France.

On February 27, the Ministry of Industrial Redeployment and Foreign Trade is orga-

nizing full day visits, exclusively for confer-

ence attendees, to industrial

plants including

the Aerospatiale plant in Toulouse. Full de-

tails will be sent to all participants registering

for the conference. To register for this excep-

tional conference, please complete and

return the registration form today.

Herald Tribune

**BusinessWeek**

# NOW THE HARD PART

THE BUDGET DEFICIT: WILL IT BE CUT AT LAST?

TAX REFORM: HOW MUCH WILL SURVIVE?

**BusinessWeek** THE VOICE OF AUTHORITY

## Over-the-Counter

Feb. 5

NASDAQ National Market Prices

	Sales in 100s	High	Low	Net 3 P.M. Chg		Sales in 100s	High	Low	Net 3 P.M. Chg		Sales in 100s	High	Low	Net 3 P.M. Chg		Sales in 100s	High	Low	Net 3 P.M. Chg					
	A	B	C	D			A	B	C	D			A	B	C	D			A	B	C	D		
ADM Pd	22	23	147	54	-5	-14	BFI Cm	72	126	14	14	-14	Cultim Fr	34	20	27	27	+1	Hibers C	1,06	42	14	21	-14
ADM	22	23	147	54	-5	-14	BGS	22	67	74	14	-14	DPM	1	19	49	44	+4	Hicks	18	12	154	12	-14
AEL s	18	19	121	27	-2	-14	BRCm	10	49	179	192	-14	Dolm	1	82	76	10	-14	Hicks	24	12	154	12	-14
AFG	503	524	22	22	22	22	BRCm	10	49	179	192	-14	Dolm	1	82	76	10	-14	Hicks	24	12	154	12	-14
AGF	203	204	121	27	-2	-14	Chem	18	9	192	195	-14	Dolm	1	82	76	10	-14	Hicks	24	12	154	12	-14
ATE	28	41	100	14	-14	-14	Cherv	48	27	21	176	-14	Dolm	1	82	76	10	-14	Hicks	24	12	154	12	-14
ArmRt	26	21	228	124	-14	-14	CHPn	48	27	21	176	-14	Dolm	1	82	76	10	-14	Hicks	24	12	154	12	-14
Acru	20	8	407	250	-24	-14	Chir	48	27	21	176	-14	Dolm	1	82	76	10	-14	Hicks	24	12	154	12	-14
Acru	20	8	407	250	-24	-14	Chir	48	27	21	176	-14	Dolm	1	82	76	10	-14	Hicks	24	12	154	12	-14
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## Frailities, Casualties of the Winter Grind

*International Herald Tribune*

LONDON — Players, we sometimes forget in a business that treats them as commodities, are full of human frailty, as prone to debilities of flesh, heart and mind as the rest of us. Indeed, because their

careers are short, and the demands on them so public — and often so unreasonable — they are more vulnerable. Look where you will as the European season resumes after the midwinter break: The soccer player's peculiar time and motion challenge is apparent.

In West Germany, Marcel Radacanu, now 30, has little time to

demonstrate the consistency, flair and speed as a free man that he once had in Romania.

It is now three and a half years since Radacanu defected by feigning injury at halftime during an international in Dortmund and being driven off by Romanian and Polish friends while the second half was underway. Since then, the slim, dark forward has never known peace of mind.

His form with Borussia Dortmund has been erratic; his fitness has been susceptible to "mysterious" niggle injuries and his heart has been behind the Iron Curtain. "There was nothing in the newspapers or on TV about my disappearance," said the player who had represented his country 27 times. "It was as if I never existed."

He knew he was being erased as a nonperson because his wife, Nicolina, told him so. She passed the message on by telephone from Bucharest.

She and their 2-year-old son Andrej Filip were left behind immobile captives in their own country, while Radacanu, previously a major in the army, was outside.

"I had given up hope of seeing my wife and son again," he said recently. Sometimes I was in such despair I considered returning to Romania, although I knew I would almost certainly be sent to prison."

Suddenly, this new year, Romania took a compassionate line and Nicolina and the boy, now five, arrived by train in Dortmund. To complete the fairy tale, Radacanu

must now shake off his injuries and fire Borussia Dortmund upward from the foot of the Bundesliga position it currently occupies.

His life begins anew in exile, with merely the problems of integrating his family into foreign ways. At least he has a family, and at least he can play. Two other nomads with complications other than East-West relations, are Fernando Chalana and Mickey Walsh.

Chalana entered France last summer as the highest-priced transfer in French history. Just over a million pounds sterling took the nearly player from Benfica to Bordeaux to join the all-star nucleus of France's victorious mid-field.

He has yet to kick a ball for Bordeaux or to become an accepted part of the club. A thigh injury in pre-season training, followed by an operation and a breakdown in December have reduced him to a bystander. Worse, while another German Dieter Müller scores goals to keep the club ahead in the championship, Chalana's huge salary causes resentment.

"Above all," says Aimé Jacquet, the Bordeaux coach, "it is a terrible blow for him morally. Do you know anything more terrible for a player than not to be able to play?"

Professionally, perhaps nothing. But even sportsmen have private lives, and until a week ago few people knew that while Irishman Walsh was consistently scoring for Porto in Portugal, his hopes of a family of his own had met with a decade's failure. Now he has as many as he can cope with — his wife, Christine, gave birth to triplets in a London hospital 10 days ago.

Walsh is not the only goal-scorer in Portugal to be grateful to the wonders of modern medicine. Benito's veteran striker Nene is recovering after one time being on the danger list after an allergic reaction to drugs used for treatment.

But no drug and no medicine yet invented can hasten the return of

Italy's most creative, and seemingly most doctored, player. Giancarlo Antonioli, who may remember, made a brave and spectacular recovery in 1982 after being resuscitated by the kiss of life when a goal-keeper's knee had smashed his skull.

He thought he was making steady progress after a broken leg last season but, sadly, a metal plate has not healed, and a second operation was performed in Turin last Thursday, leaving Antonioli bitter about his initial medical supervision in Florence.

I cannot tell if his criticisms have any validity, but I do know, as the Bordeaux coach observed, nothing is more traumatic to the athlete than playing years wasted. Nothing, except the chilling finality that according to a recent statement by the English Professional Footballers Association — some 200 careers have been prematurely ended in the last three years.

Makes that 201. A lad named Neville Hamilton has just learned his career is over before it can begin. He was with Wolverhampton Wanderers, a rookie on the verge of breaking through, until he collapsed during training.

Specialists warn that he has a heart defect and that overexertion — which caused the blackout — could kill him. "If they'd said it was a leg broken in five places, I'd try to overcome it," Hamilton said. "But life is precious, and I'm lucky that I've got a very close-knit family around me."

Luck applies in another way.

Hamilton is fortunate that Brian Clough, manager of Nottingham Forest, lost his own playing career through injury. Harsh and demanding and sometimes unsatisfactory though Clough may be, he was the first one on the phone to promise that his prestigious team would play a benefit match for the young man.

Like life, the sport has all shades of humanity.

Pirmin Zurbriggen  
Well, nothing's impossible now.

Thomas Bürgler, unexpectedly won the slalom to take the combined bronze medal.

Ernst Riedlberger, only 22d in

the downhill, was second Tuesday

and second overall — on 37.84 pen-

alty points — to give Austria its third silver medal of the champion-

ships.

Zurbriggen, who turned 22 Mon-

day, had already won the men's

individual downhill competition,

and on Tuesday he made Switzer-

land four-for-four in gold medals

so far at the 1985 championships.

Michela Figini won the women's

downhill Sunday and Erika Hess

retained her combined title Mon-

day. Switzerland had never before

won the men's combined world ti-

tle.

Riedlberger, 22, finished 0.48

seconds behind, after trailing

Bürgler by 0.06 after the first leg.

Zurbriggen, the overall 1984

World Cup champion, skied with

apparent ease down the difficult

course and compiled an aggregate

of 1:37.82 to finish 0.28 seconds

behind fourth-place Ivano Udolini

of Italy. Third in the slalom was

Frenchman Michel Vion, the 1982

combined champion, in 1:37.36.

"I'm happy to get a second title."

Zurbriggen said. "I had two steady,

controlled runs. I was confident

and I felt sure that I would win. It

was quite clear to me — I just

wanted to get safely to the finish."

A victory in Thursday's giant slalom would put Zurbriggen up with

all-time greats Toni Sailer of Aus-

tria and Frenchman Jean-Claude

Killy as a triple gold medalist at

one Olympics or one world cham-

pionships.

Killy as a triple gold medalist at

one Olympics or one world cham-

pionships.

"Well, nothing's impossible

now," Zurbriggen said. "But I

know that winning the giant slalom

will be tougher."

His return to top form has been

remarkable, since he underwent an

operation on his left knee the day

after being injured en route to the

second of his downhill victories at

Kitzbühel, Austria, on Jan. 12. Last

week's combined downhill was his

first competitive outing since the

injury.

Riedlberger said he had only

hoped to finish among the top five,

and that the silver medal came as a

surprise. "I made some mistakes in

the second heat, but I cannot com-

plain about the outcome," he said.

Liechtenstein's Andreas Wenzel,

an original favorite for the com-

bined title, was fourth overall.

Bürgler, a giant slalom specialist,

scored his first-ever slalom victory

by clocking the fastest times in

both runs down the icy Order piste.

His winning aggregate of 1:36.83

came on heat times of 48.45 and

48.38 seconds.

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Killy as a triple gold medalist at

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Zurbriggen Victor in Combined

Compiled by Our Staff From Despatches

BORMIO, Italy — Pirmin Zurbriggen of Switzerland easily won the men's combined title here Tuesday and captured his second gold medal at the world Alpine ski championships.

Zurbriggen, who turned 22 Mon-

day, had already won the men's

individual downhill competition,

and on Tuesday he made Switzer-

land four-for-four in gold medals

so far at the 1985 championships.

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## OBSERVER

## The Importance of Flab

By Russell Baker

**N**EW YORK — Though not a student of history, I find it hard to believe that any civilization has ever been so totally absorbed in its own fat as the American during the late 20th century.

Anthropologists examining our shreds a few thousand years hence will doubtless draw eerie conclusions about us if their artifacts include "The Firm Upper Arms Book," subtitled "Beautiful Arms in Thirty Days," which McGraw-Hill's spring catalog announces for publication in May.

I have not seen "The Firm Upper Arms Book," and know about it only from a single page in the catalog, but it is on just such scanty evidence that anthropologists reconstruct long-dead societies.

Note that McGraw-Hill is a successful publishing house that is highly astute about giving the American market what it demands. I myself have wandered into its catalog only because of an urgent need for a book on how to get rid of household pests without dangerous chemicals.

Sure enough, I find exactly what I am looking for on page 32. It is "Bug Busters: Getting Rid of Household Pests Without Dangerous Chemicals," to be published in May "for the millions who use bug sprays and wonder why they still have bugs."

I instantly fell into a daydream about building walls of Vaseline, wood ash, sawdust, tin cans and steel wool to keep households out of the kitchen this July. ("Barricade them," said the catalog copy, "using Vaseline, wood ash and sawdust, tin cans, steel wool.")

Incompetent to drive a nail without splitting the board, I let my daydream take its full course — my wall of Vaseline, wood ash and sawdust being ground into the parlor carpet because the tin cans weren't properly welded to the steel wool — battalions of flies swarming through the breach — and so on to the inevitable end when, losing my temper, I turn once again to dangerous chemicals.

During my doze, a breeze flipped the catalog back to page 30, and I woke to "The Firm Upper Arms Book." ("Now every woman can

say goodbye to flabby upper arms forever with this proven and unique five-minute . . .")

I did not take offense at the female chauvinist sexism of the suggestion that men have no desire to say goodbye to disgusting flabby upper arms. Blessed since childhood with upper arms of the Popeye variety, I have even felt contempt for men with flabby upper arms and have no urge with a trace of bitterness, "says can."

As the professional darts tour made its annual stop here last weekend for the New York Open, few spectators or even participants were aware of the friction beneath the surface of this clubby and insular game. Its snug relationship with pub and drinking, a source of strength in the past, is seen by some as a hindrance to its growth in an arena in which success is measured by television exposure.

Simons, 40, sees just such a hindrance. He has hopes of duplicating his earlier coup of making a television sport of arm-wrestling. He says darts needs middle-class respectability to appeal to a mass audience. So far, darts tournaments have been syndicated twice on U.S. television.

"There's a belief that it's only played by blue-collar people in bars, that it's not a serious sport," Simons said.

In fact, many of the United States' best players grew up in tough eastern Pennsylvania coal towns like Hazelton and Pottsville, enclaves where darts is a way of life, like basketball in the city.

The stakes, never high in the past, are rising as the game grows in popularity, spreading rapidly in Sun Belt states like Florida, Texas and California.

The American Dart Organization, the largest of several competing darts associations, has expanded from 8,000 members in 1976, the year after its founding to 100,000. It sponsors tournaments offering prize money totaling \$1.2 million, a sixfold increase since 1979. The money most often comes from sponsors, which frequently are beer and cigarette companies. A tournament in Las Vegas, Nevada, the last weekend in January offered a purse of \$101,000, the most ever.

Simply producing champion ship players is not enough, the promoters say. For example, Sandy Reitman, a 32-year-old Californian, is ranked No. 1 in the world among women after victories in the Pacific Cup in 1982 and the World Cup in Edinburgh, Scotland, last September. She is among only three Americans ever to win a major darts tournament outside the United States, but is still virtually unknown, even to the estimated three million Americans who play darts.

Rick Ney, 23, is considered the top U.S. darts player.

With television coverage, the rewards could increase.

Promoters like Simons and David Irte, a media consultant to the A.D.O., believe that attracting stars from show business or other sports is a key to getting darts before the public. But it is virtually impossible to get celebrities involved in the game. Simons contended, because of its connection to bars.

"You can't improve your game without going to a pub," he said. "But the pub doesn't have the same image here, as a social institution, that it does in England. Established athletes and celebrities are friends with people who are achievers. Achievers aren't going to darts bars on the weekends."

Another problem darts promoters face is educating the public about the subtleties of the game that make it attractive to educated fans in Britain. "People have to learn that there's more to it than throwing darts at the bull's-eye," Simons said. "They just don't understand what a cerebral game it is."

Most Americans are blind to darts' subtleties because they do not play. "You cannot force-feed people on darts," Irte said. "It's like golf. You have to get them out there to play it. Then they get hooked."

Darts came to the area from Philadelphia, where it had been transplanted from England. Play-

ers start early, throwing "American darts" — bulky, cigar-sized and wooden, weighing only 11 or 12 grams — rather than English darts, the world standard, which are thin as a pencil, made from metal, and typically weigh 23 to 25 grams.

Rick Ney, who at 23 is consid-

ered the top American shooter, is typical of the Pennsylvania breed. Though he has never worked in a coal mine, Ney enjoys the coal-country image and seems to regard each victory as a regional as well as a personal triumph.

He began playing by age 6, when he needed a chair to retrieve his darts from the board at his parents' bar and restaurant in Schuylkill Haven. As a teen-ager, he played two or three nights a week in area leagues, and hustled anyone foolish enough to take him on in a side game. "When I was 15, he said between rounds of a recent tournament in Atlanta, "I made \$2,000 one night in a bar."

At a hulking 6 feet (1.83 meters) and 240 pounds (109 kilograms), Ney, whose nickname is the leeman, intimidates all but his most experienced opponents.

"I always think I'm the best," he said. "I don't think anyone can beat me."

Unlike most top players, who throw gracefully and effortlessly, Ney attacks the board with a ferocity that cools only slightly when the match is over. During a tournament, he stalks about restlessly, often with a can of beer in hand. When someone remarked that he seemed agitated, his wife, Lynn, said simply, "He's always like that."

For now, darts remains a backwater, a game. Umberger said, "that nobody can make a living at."

PEOPLE  
4 Share \$100,000 Prize

Three Japanese scientists and an American who discovered the cause of a form of leukemia have been named co-winners of the third annual \$100,000 Hammer prize. The prize, awarded by the Hammer Prize Foundation of Occidental Petroleum chairman Armand Hammer, was awarded to Yorio Hinuma of Kyoto University's Institute for Virus Research, Isao Miyoshi of Kochi Medical School and Kiyoshi Takatsuki of the Kumamoto University School of Medicine. They will share \$50,000. The remaining \$50,000 was awarded to Dr. Robert Gallo, chief of the U.S. National Cancer Institute's laboratory of tumor cell biology, and a co-discoverer of the virus suspected to be responsible for acquired immune deficiency syndrome (AIDS).

A member of Parliament says Princess Diana's former hairdresser is a rat for telling a newspaper about her mousey brown hair, dye job and prediction for U.S. soap operas. Kevin Shanley, who reportedly sold his story to the Sunday Mirror for a five-figure sum, said he and Diana fell out in a disagreement over her new look for the state opening of Parliament. "It wasn't her," he said. "This was 'Dynasty' Di," glossy plastic and very American." Shanley said, "I like to believe that I have been more than just a hairdresser to her. We were friends, good friends until we had our differences of opinion."

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